

FIG. 1A

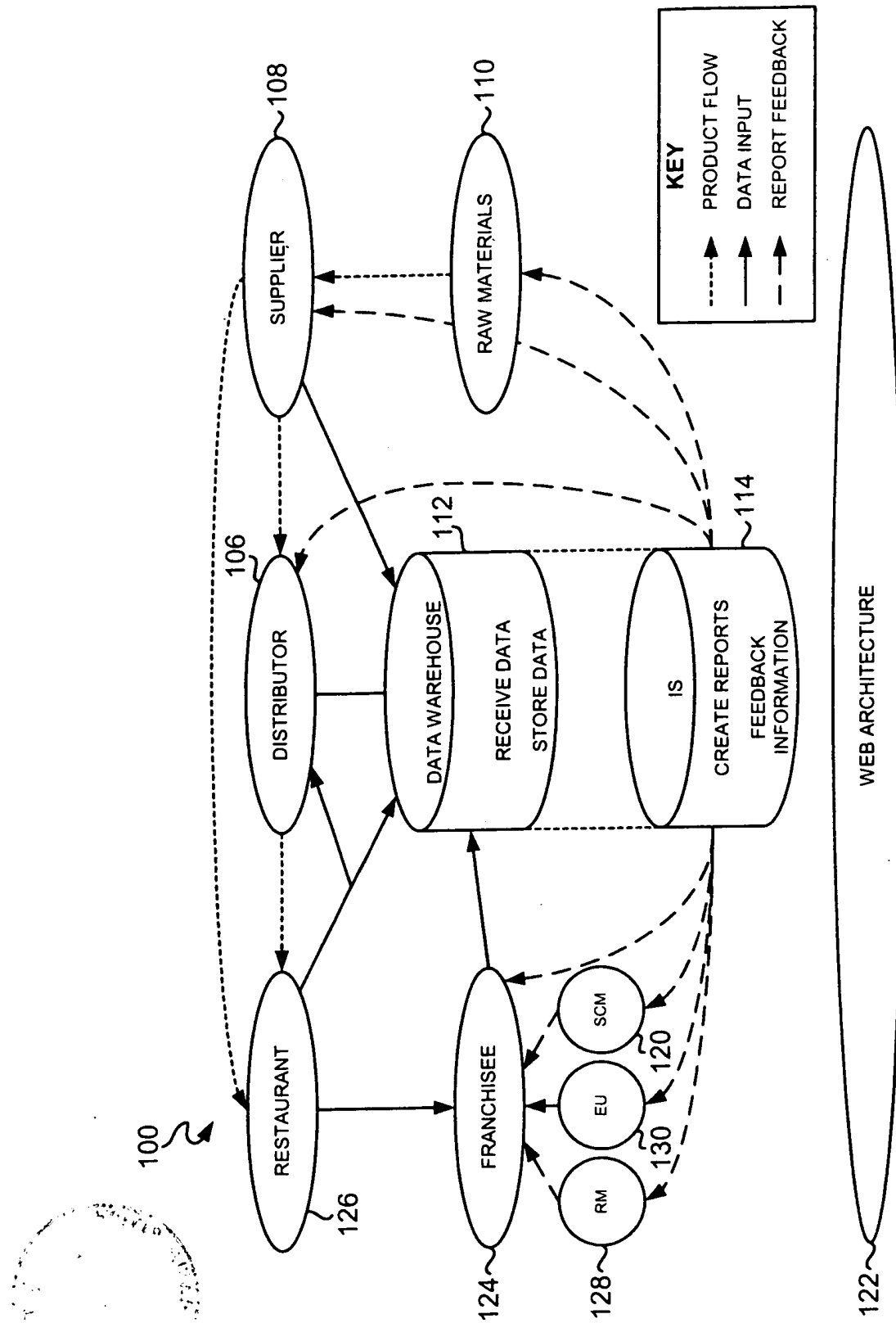
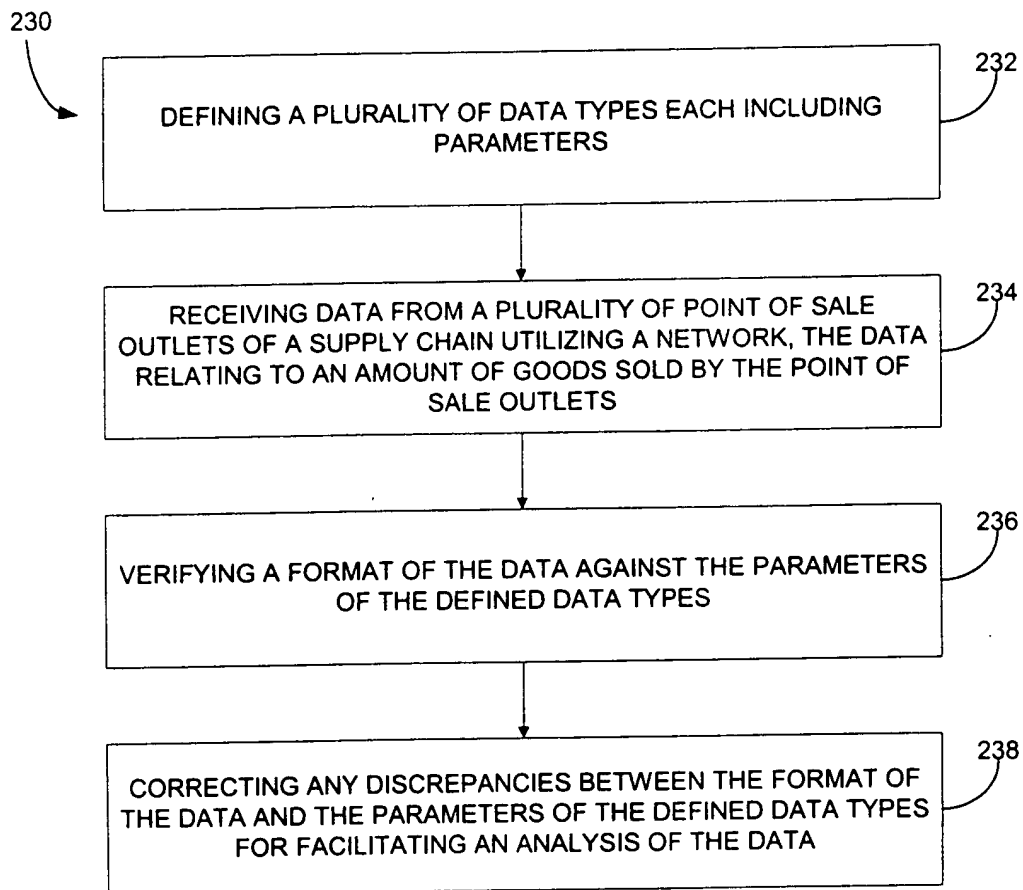


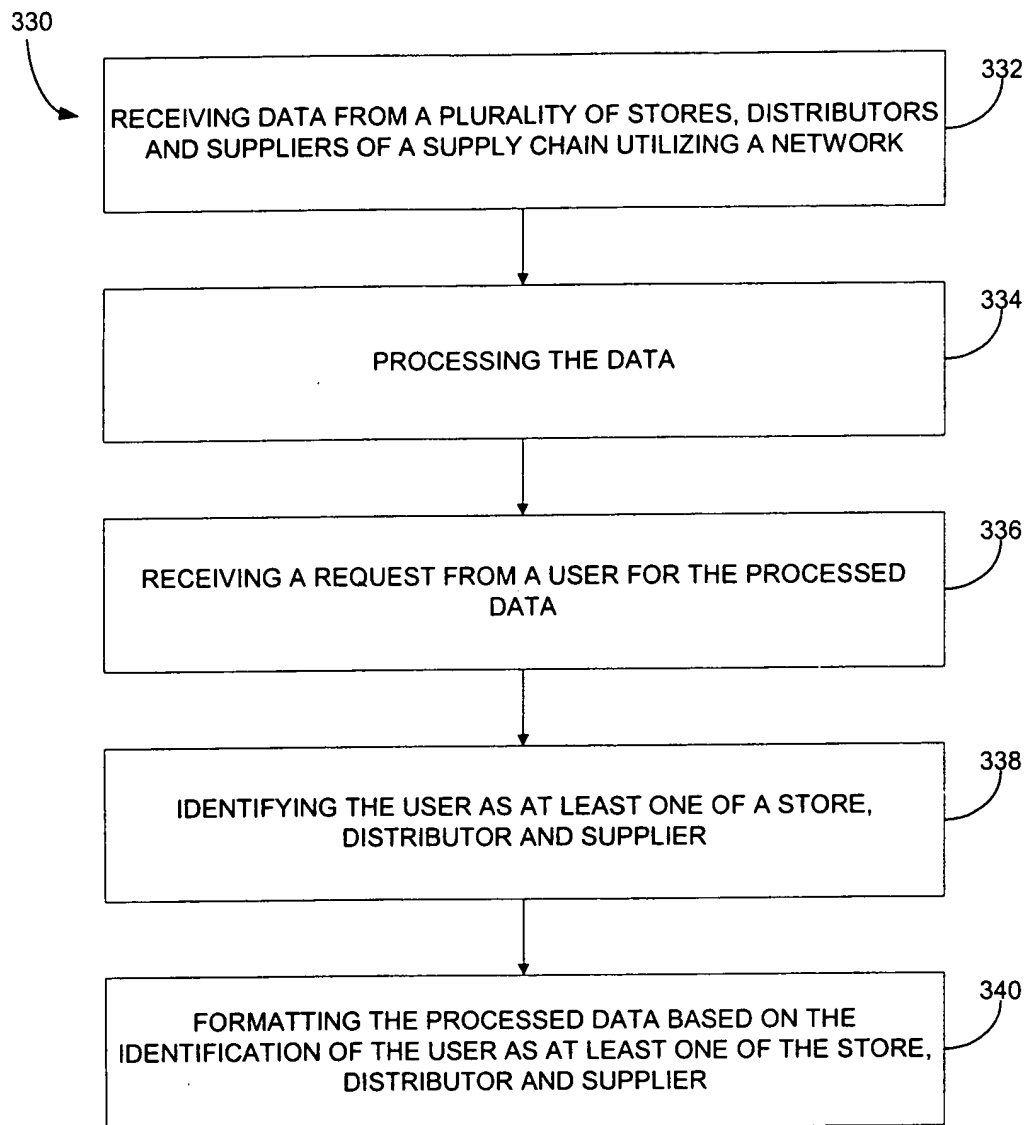
FIG. 1B

0981577-070501



**FIG. 2**

0981577.070601



**FIG. 3**

0981577.070601

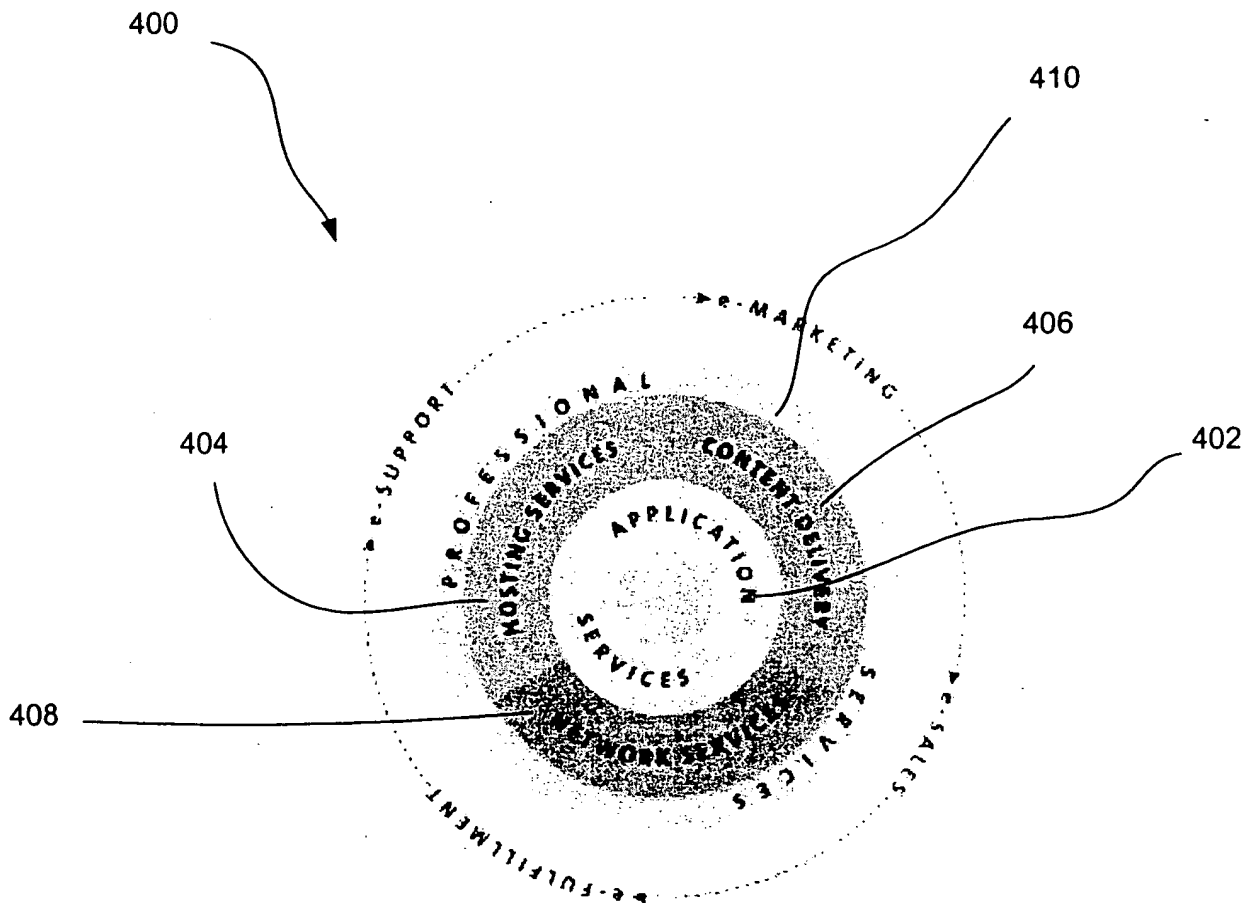
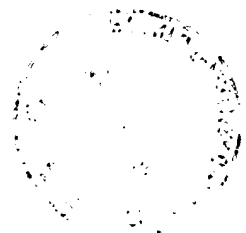
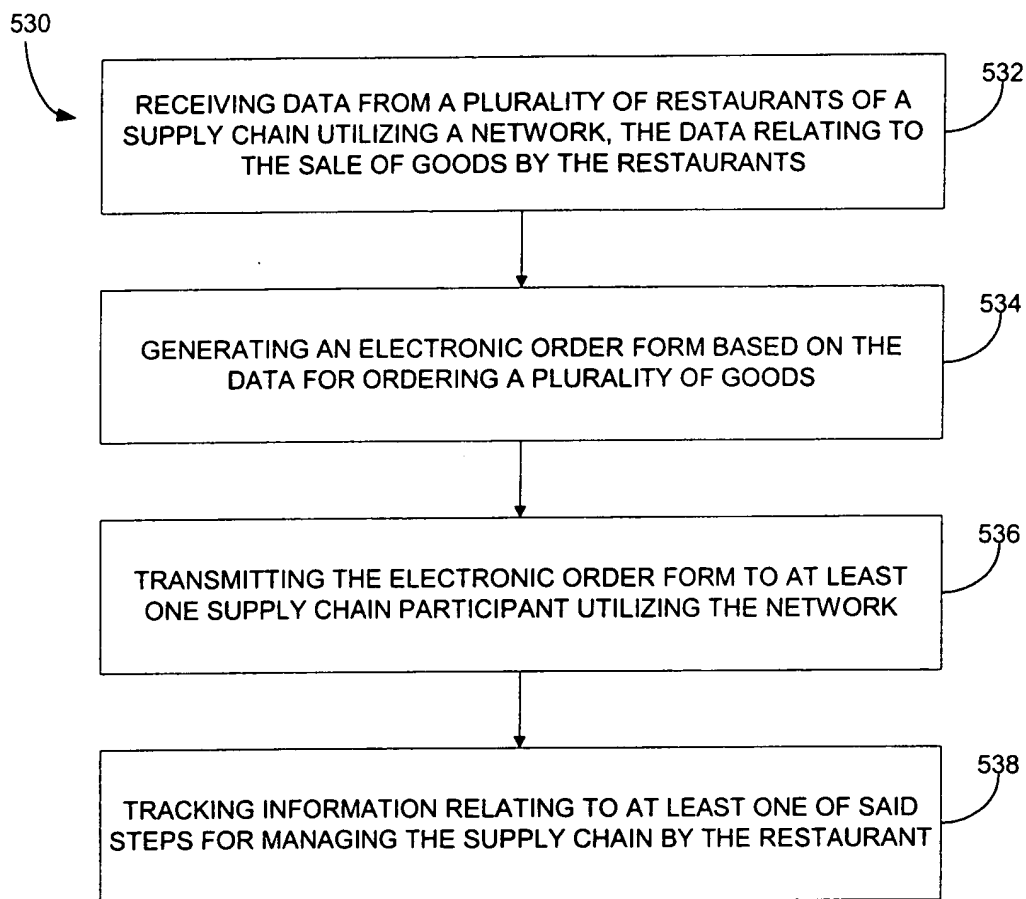


Fig. 4

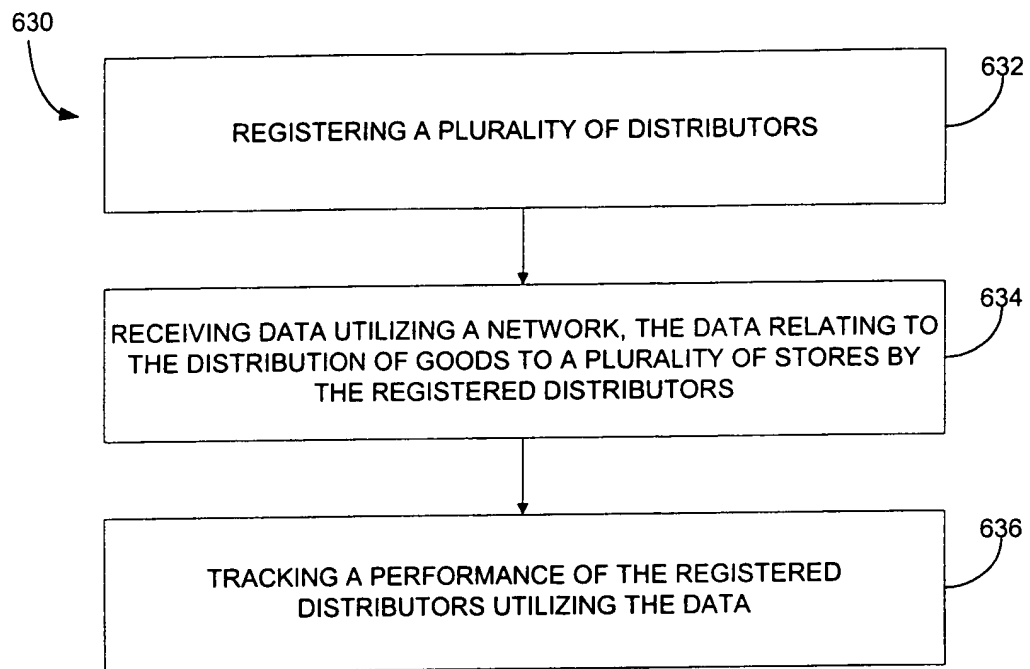


0931577.00601



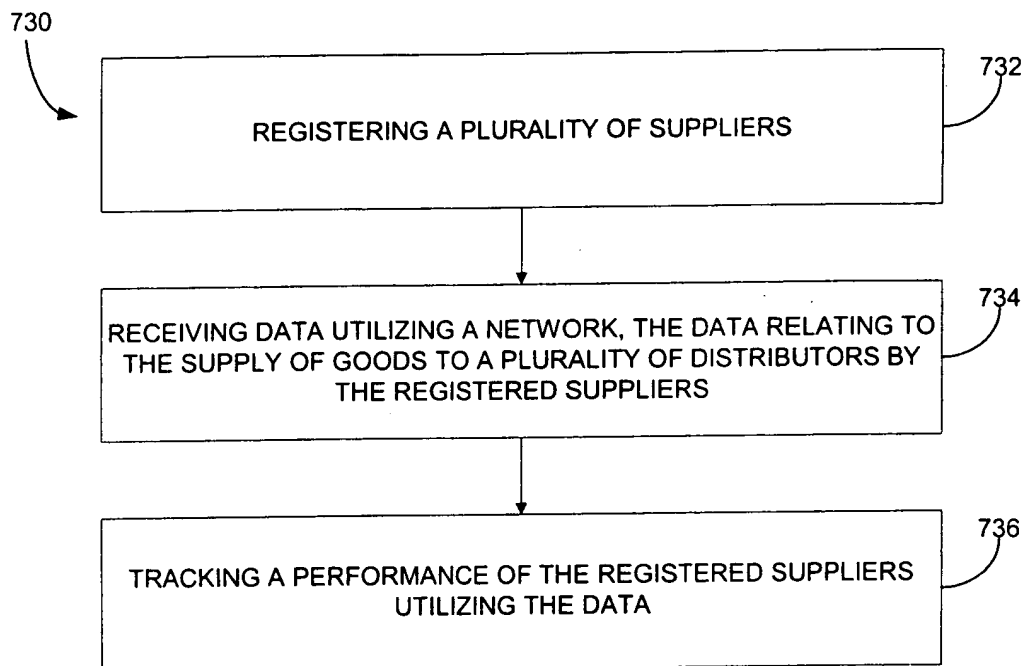
**FIG. 5**

0981577.070601



**FIG. 6**

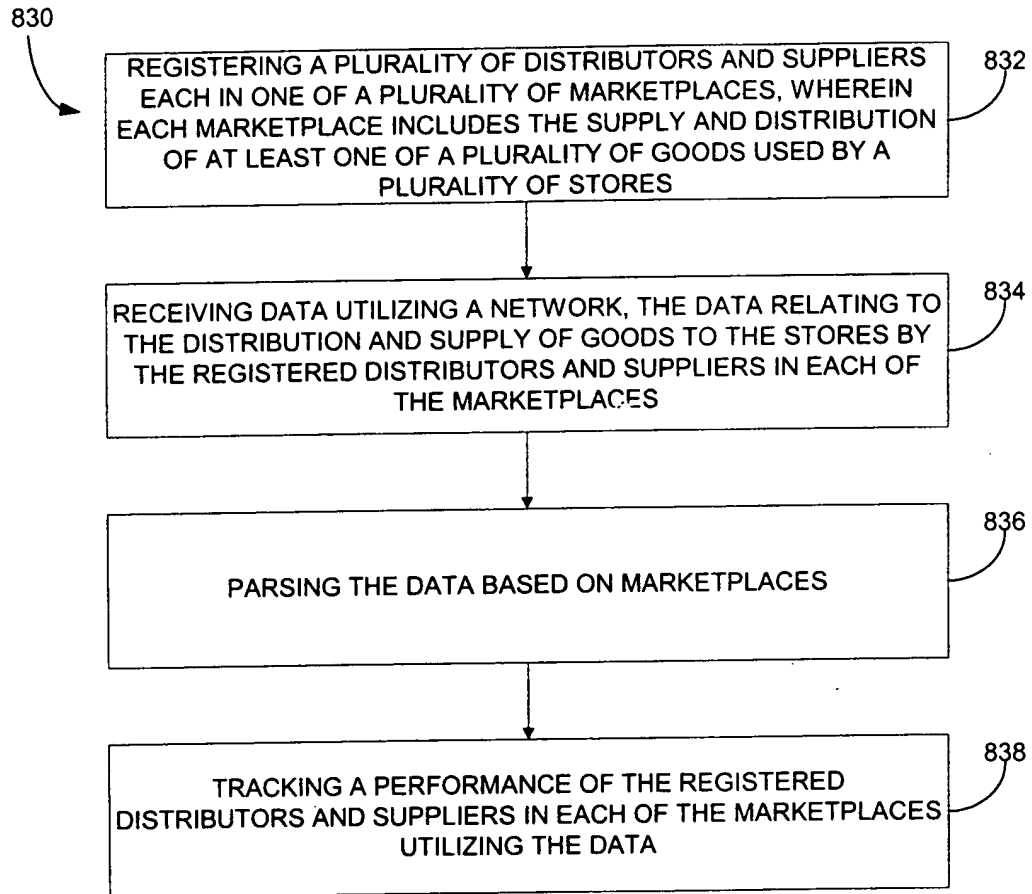
0931577.00601



**FIG. 7**

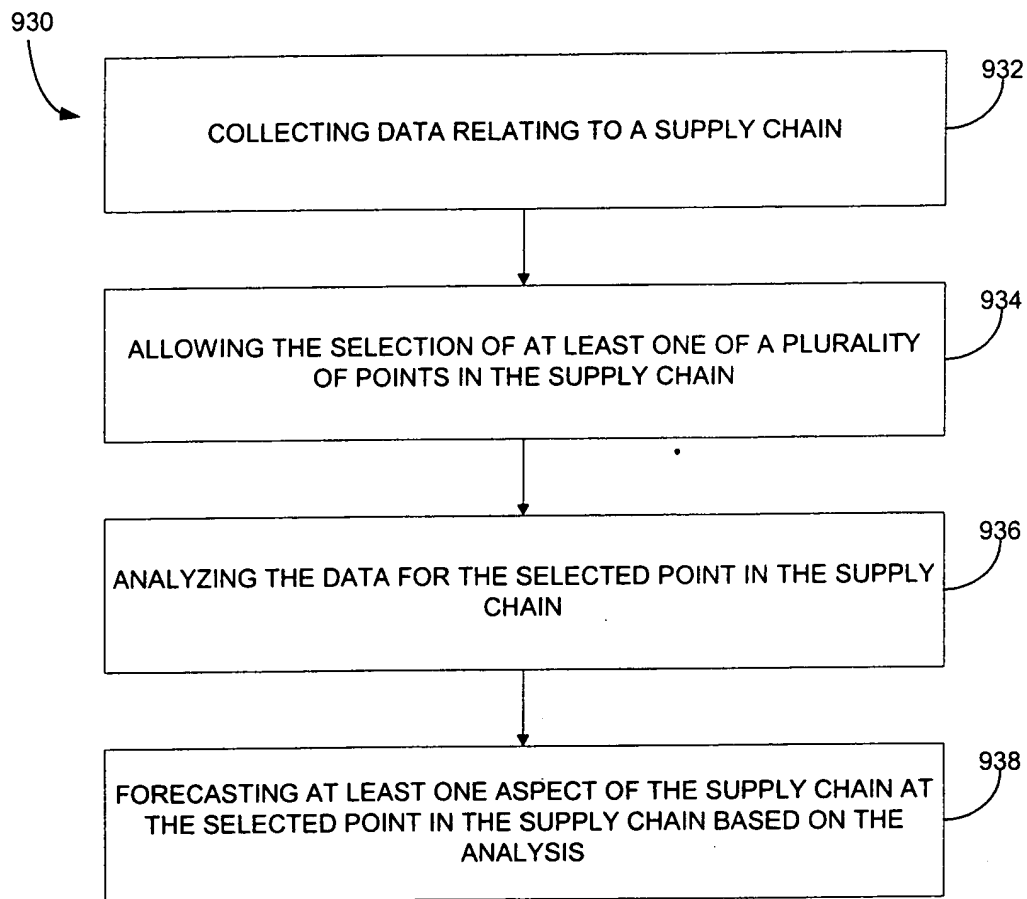


0951577.070601



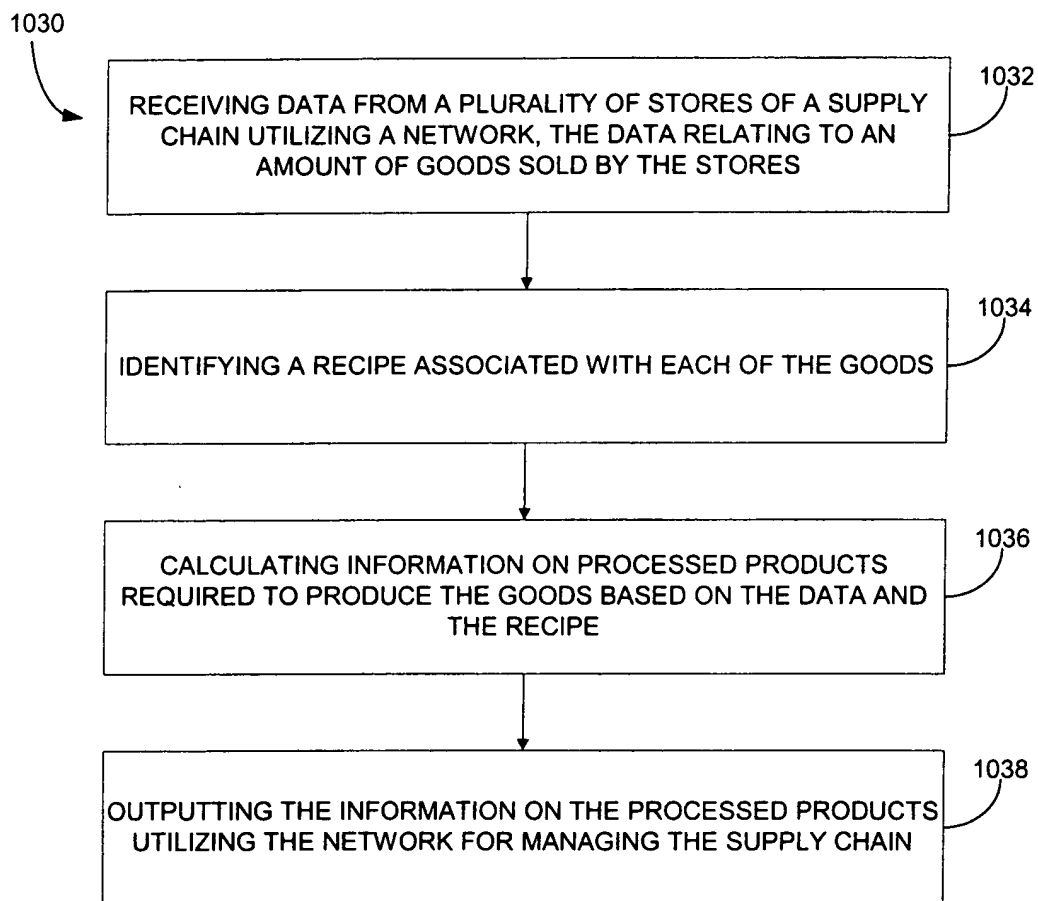
**FIG. 8**

0961577.070601



**FIG. 9**

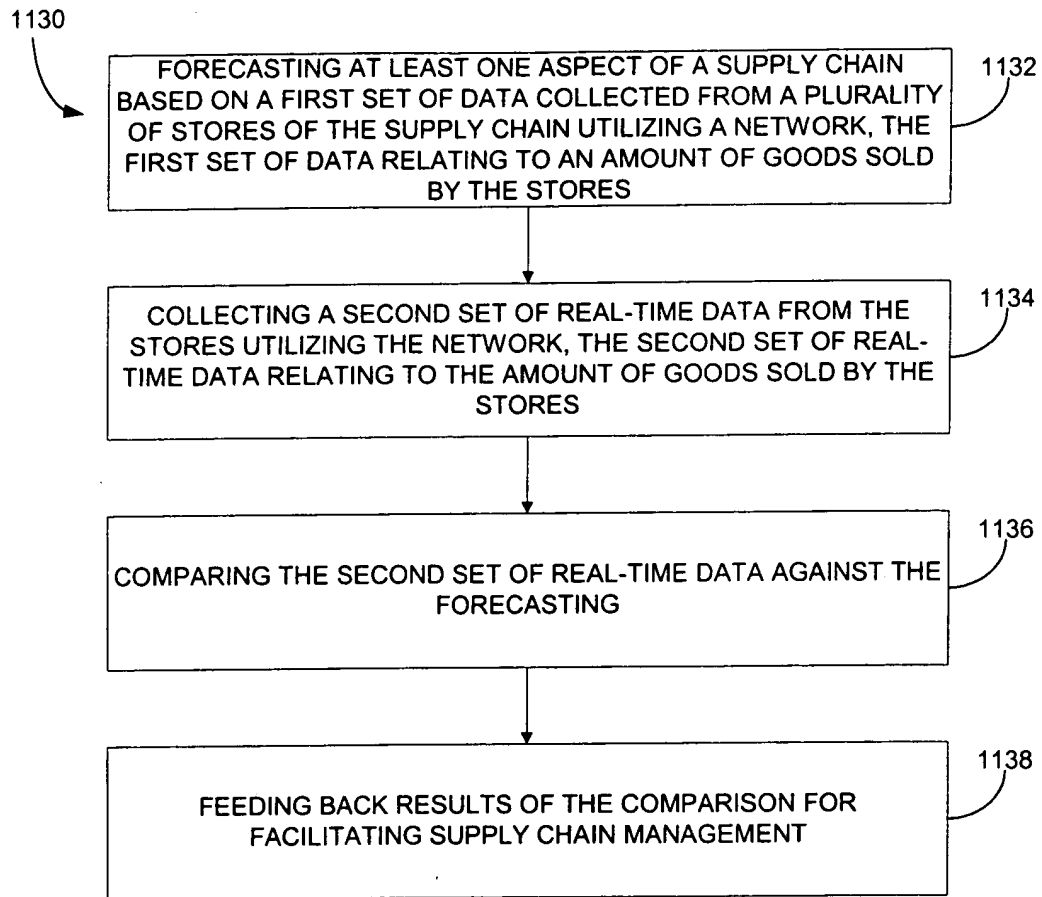
0961577.070601



**FIG. 10**



0901577-00601



**FIG. 11**

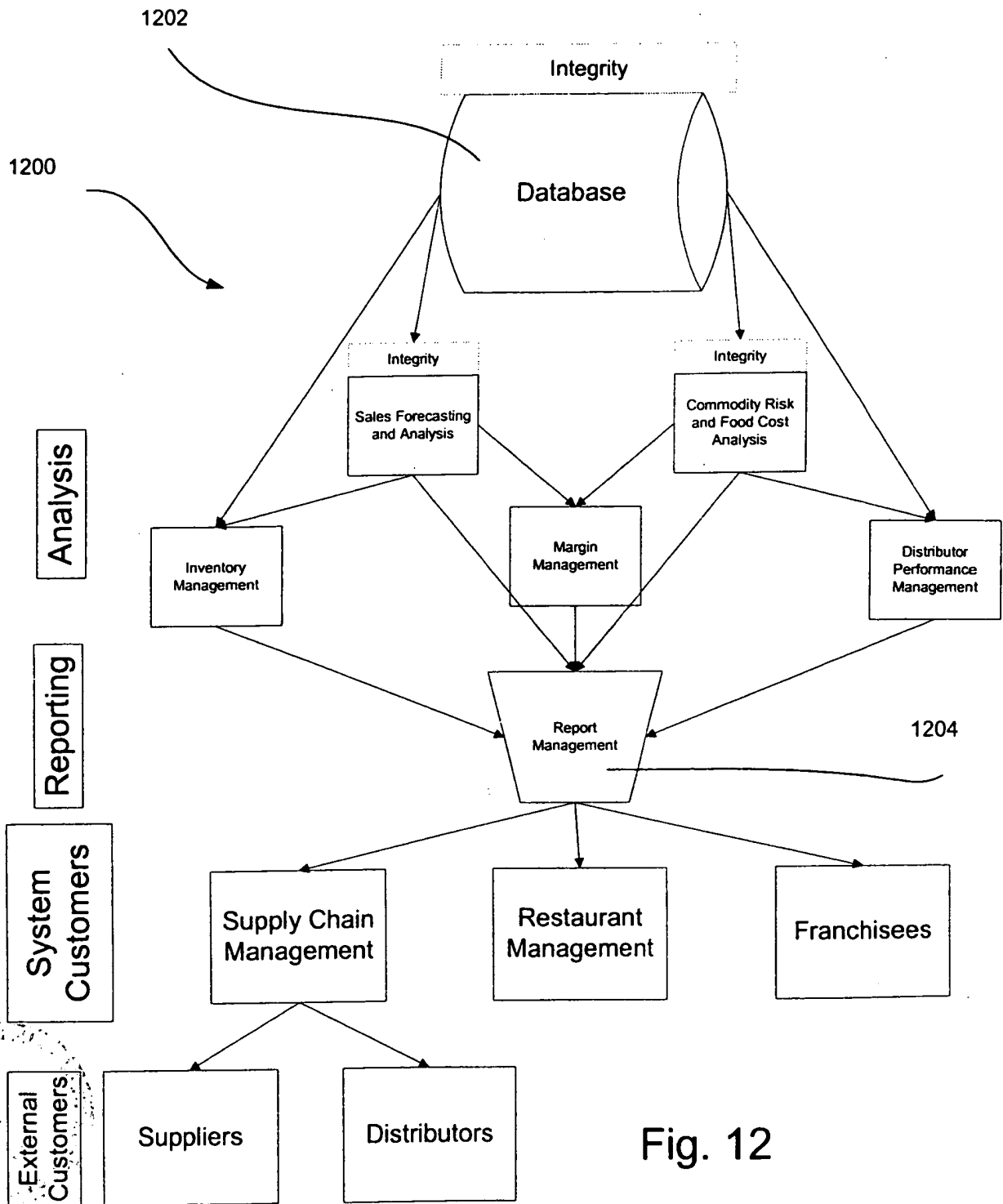
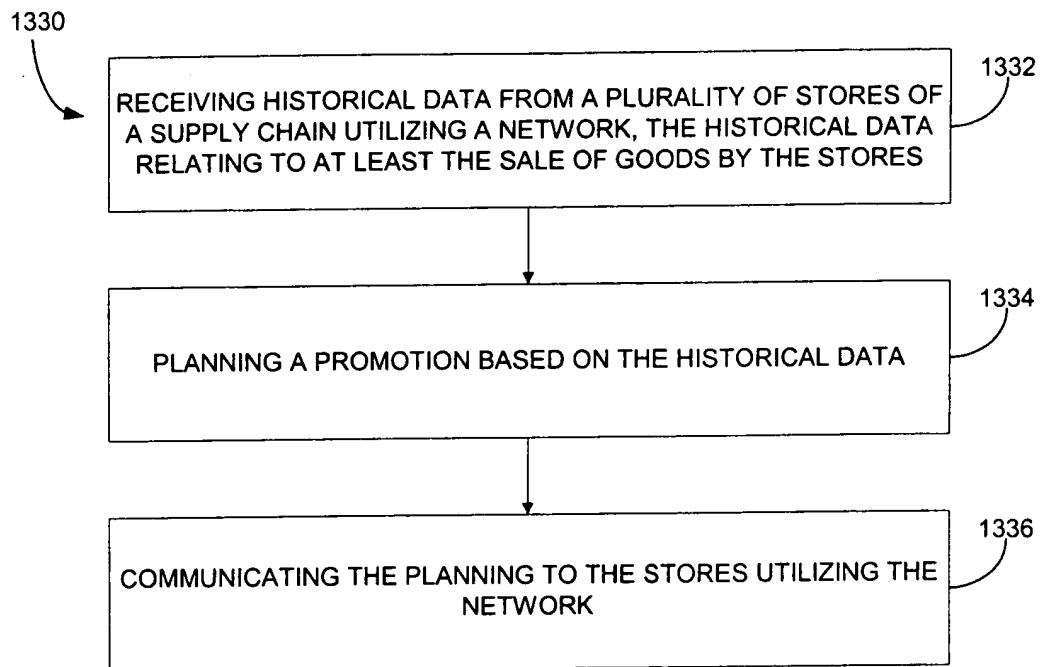


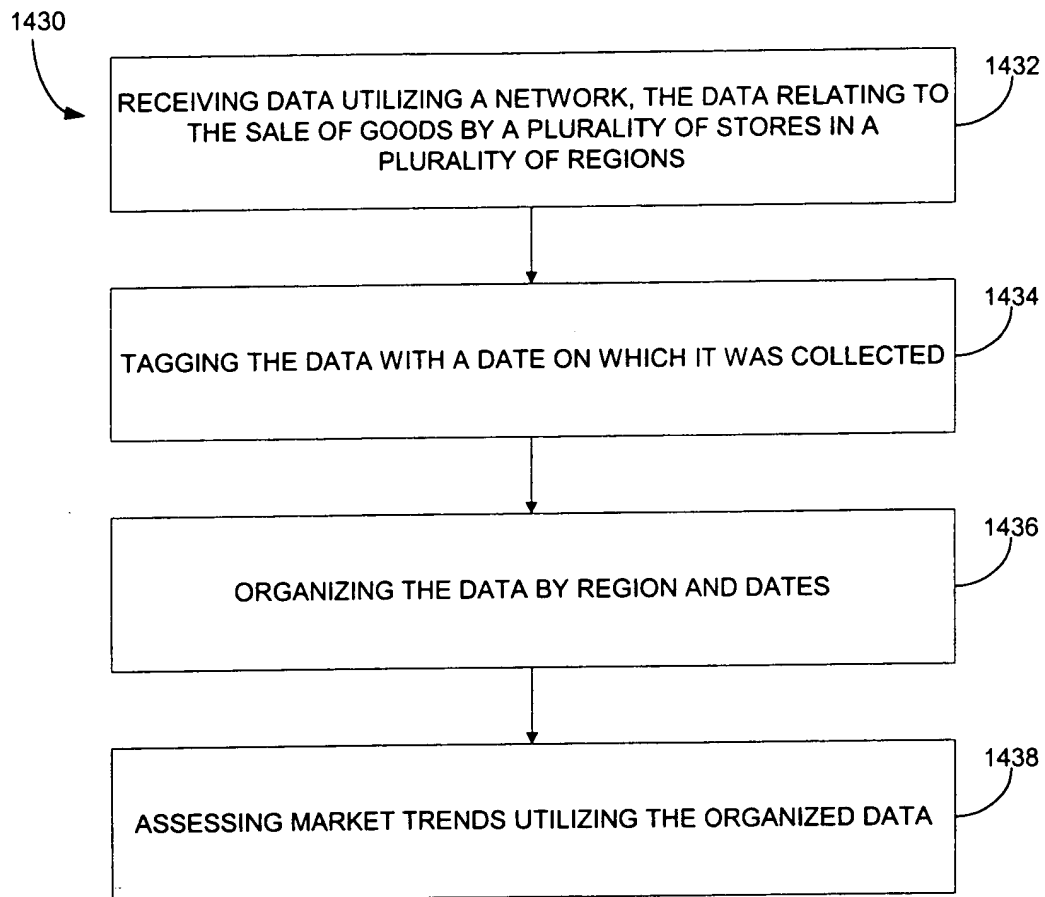
Fig. 12

0961577-070601



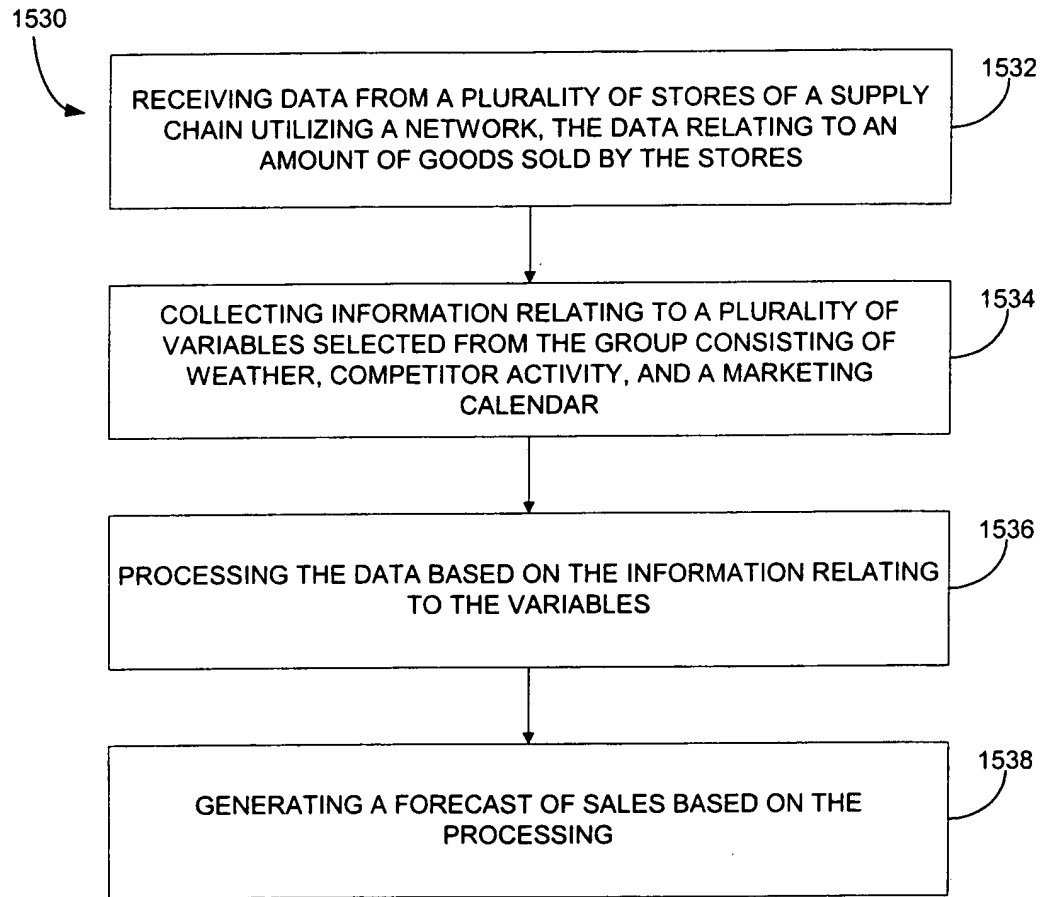
**FIG. 13**

0981577-070601



**FIG. 14**

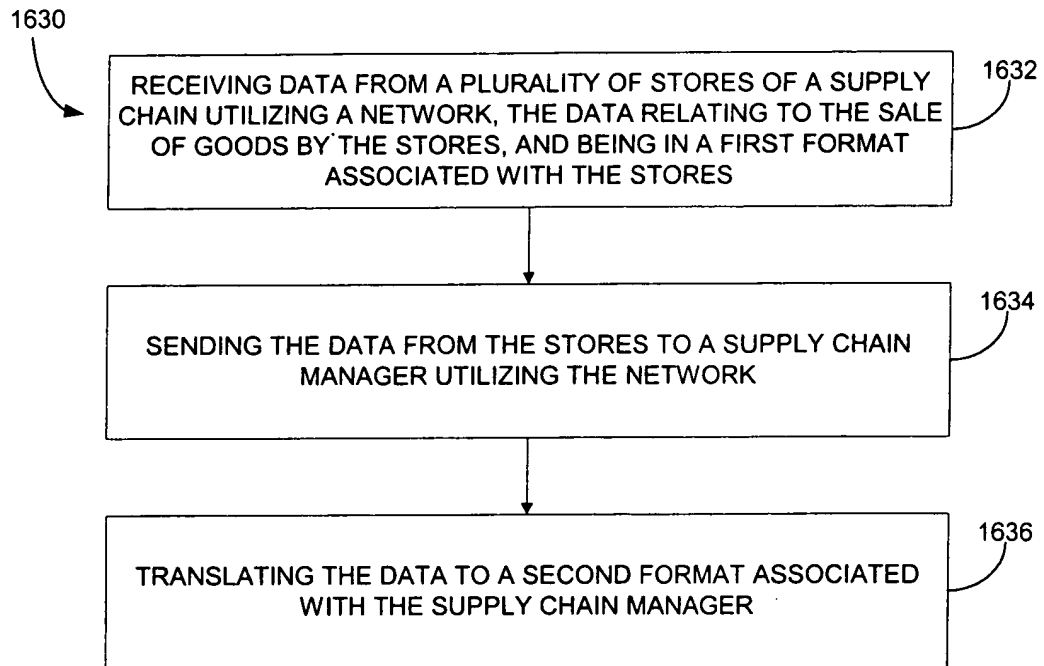
0981577-070601



**FIG. 15**

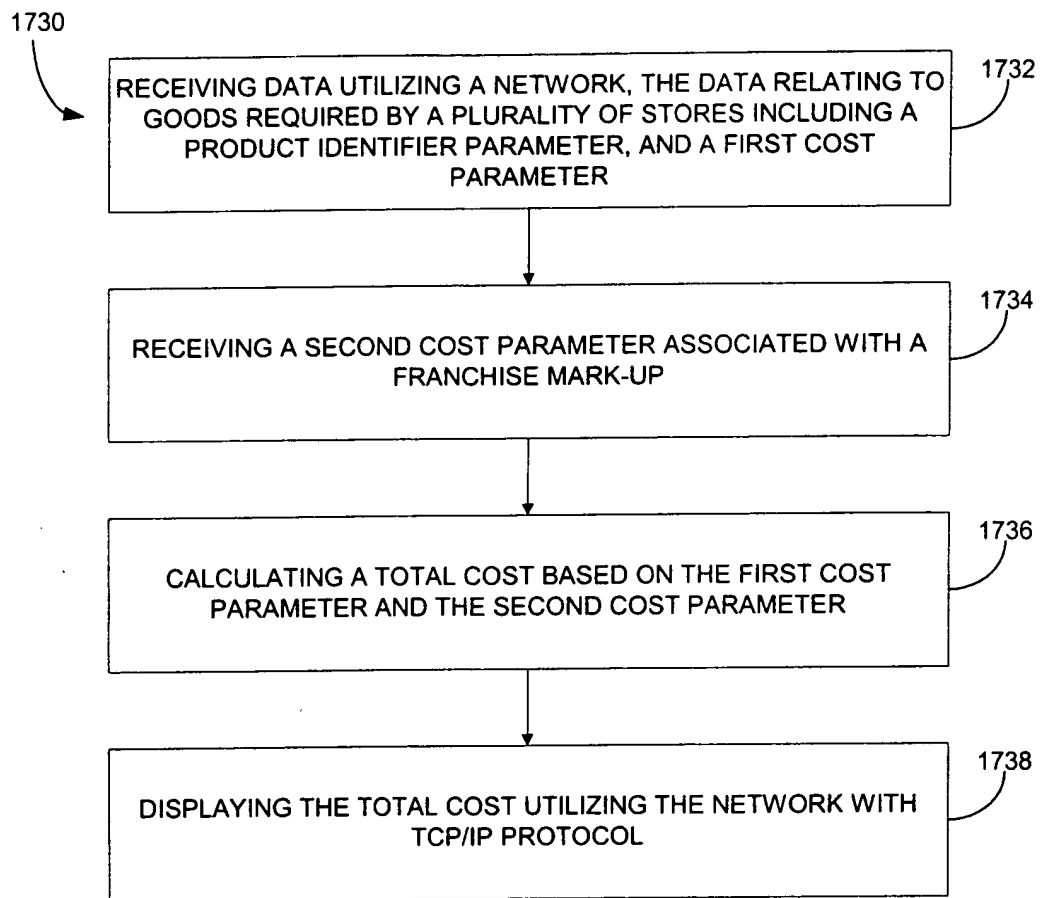


109020-2251360



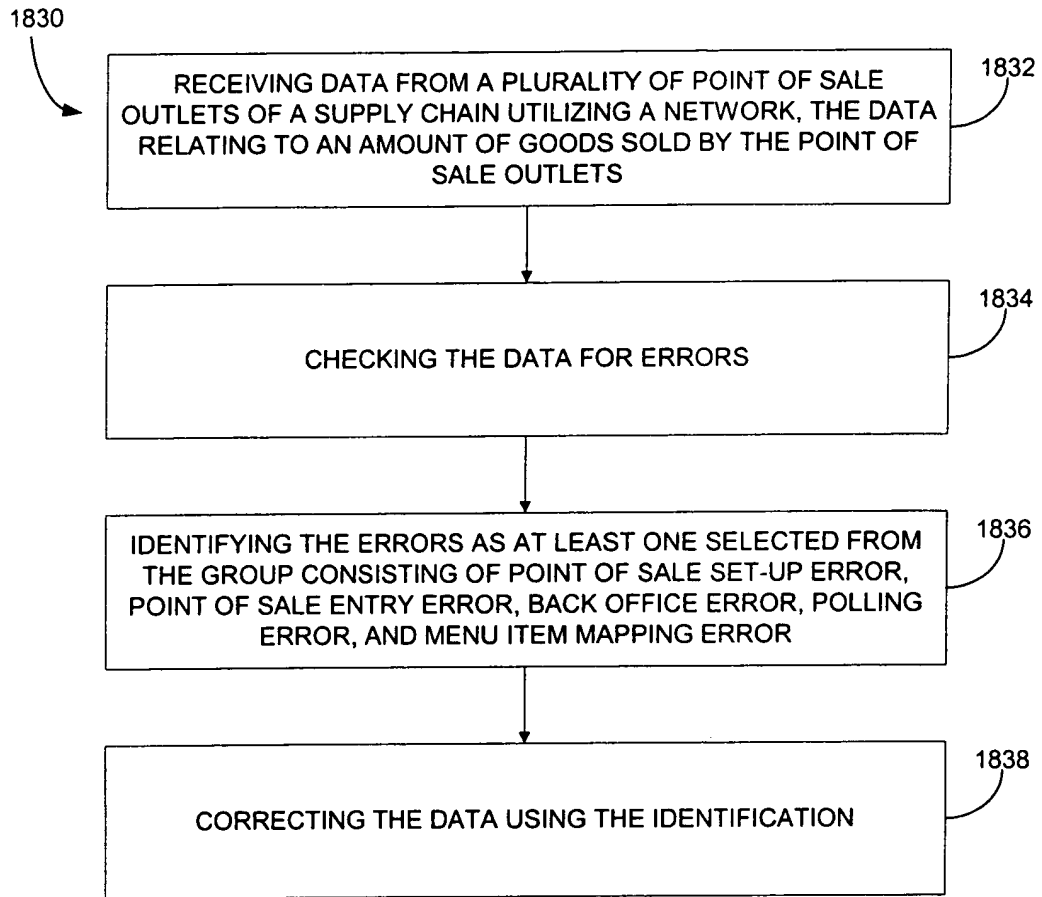
**FIG. 16**

0981577-070601



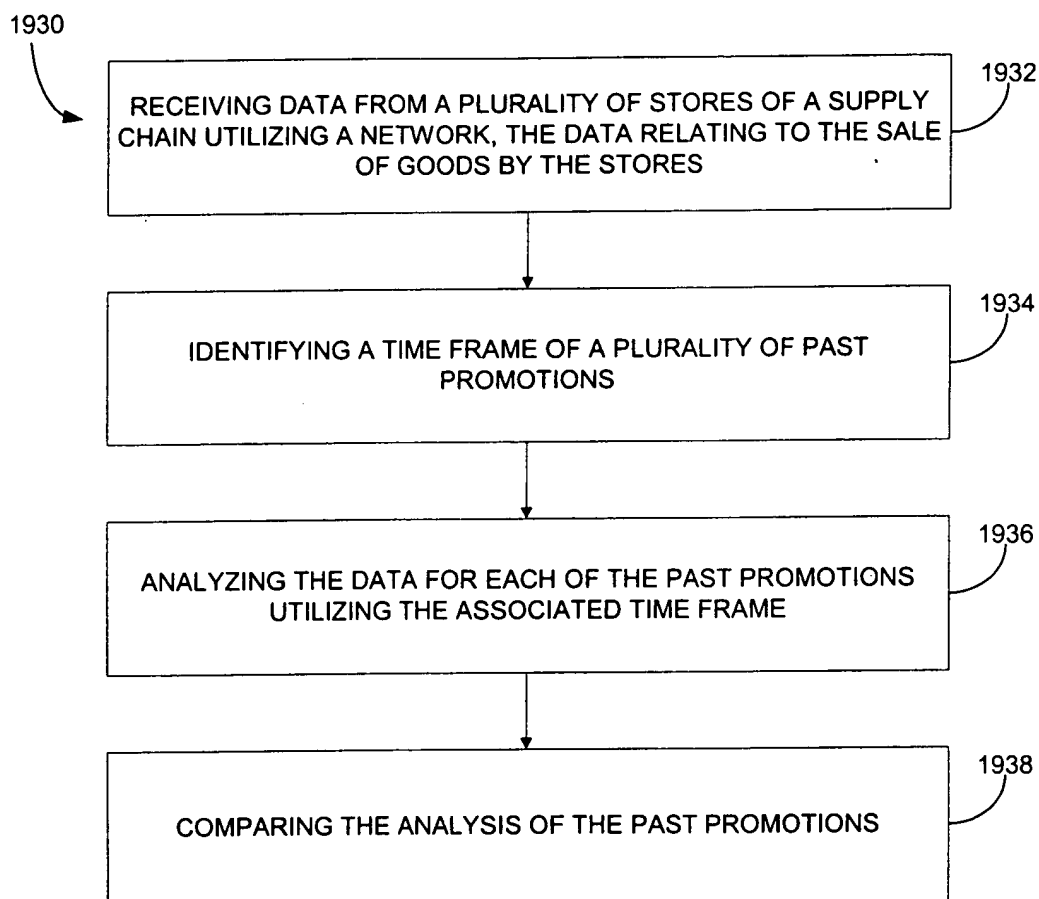
**FIG. 17**

0981577-070601



**FIG. 18**

0961577.070601



**FIG. 19**

09815777.070601

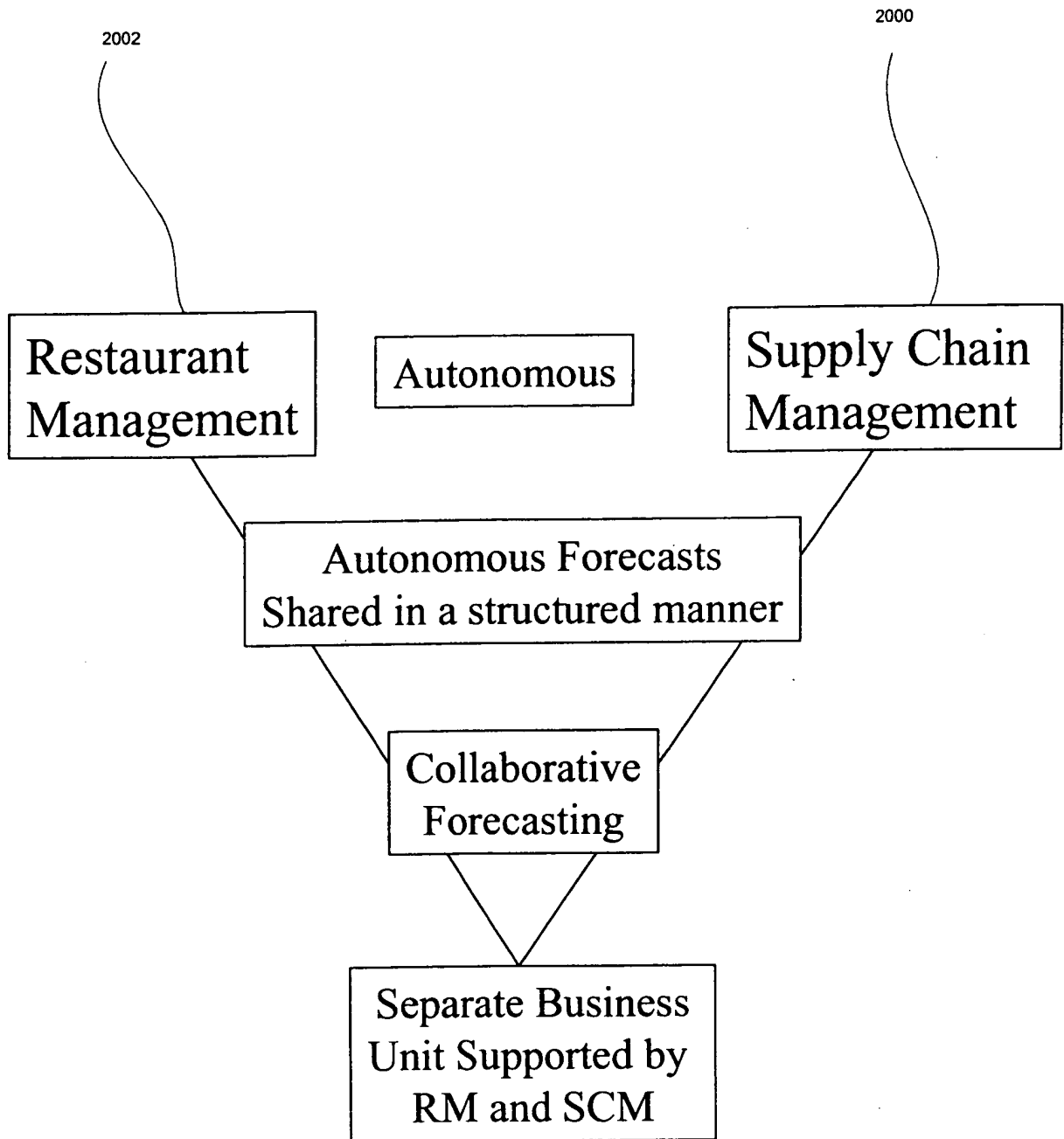
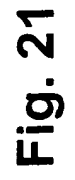
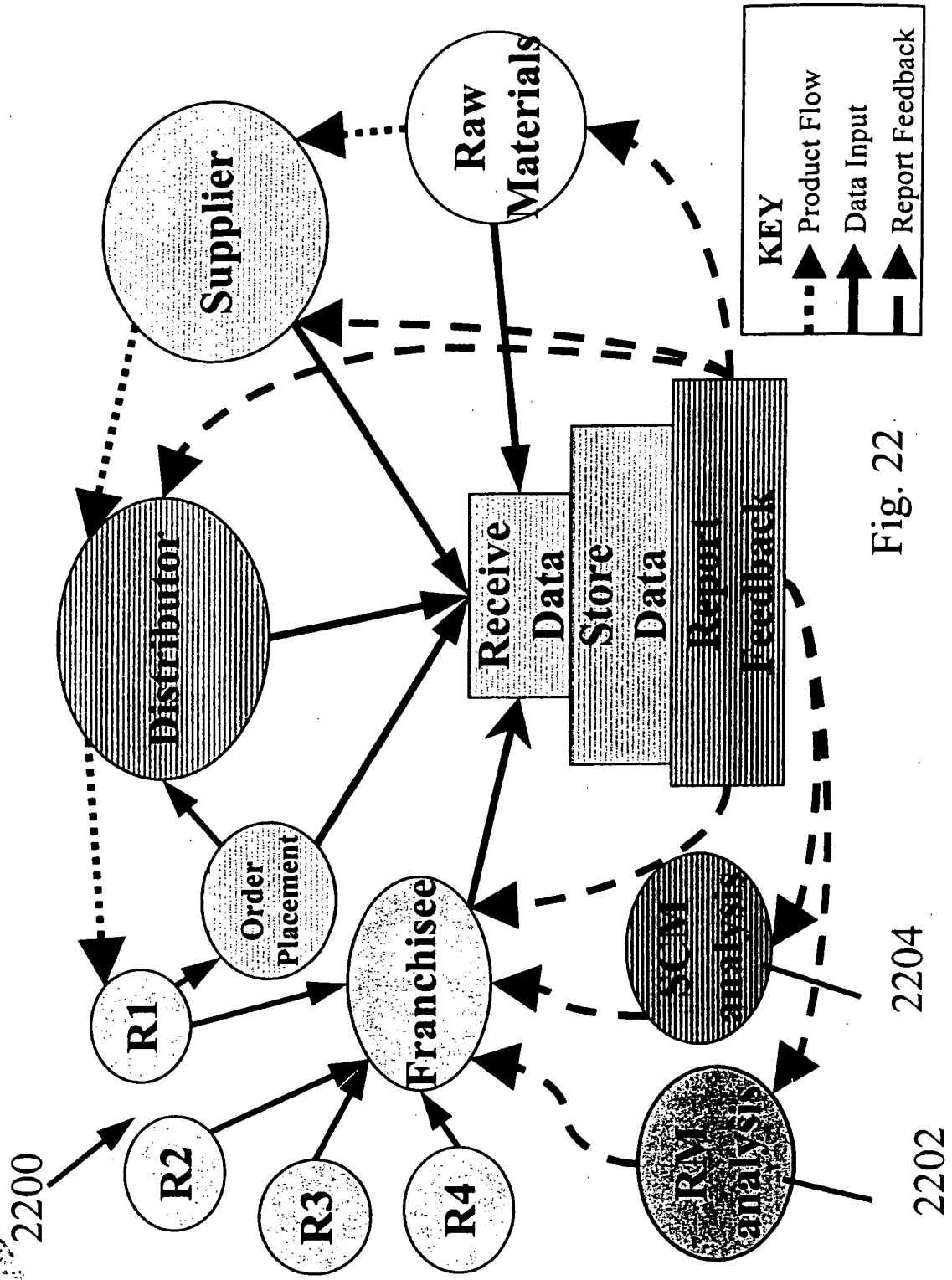


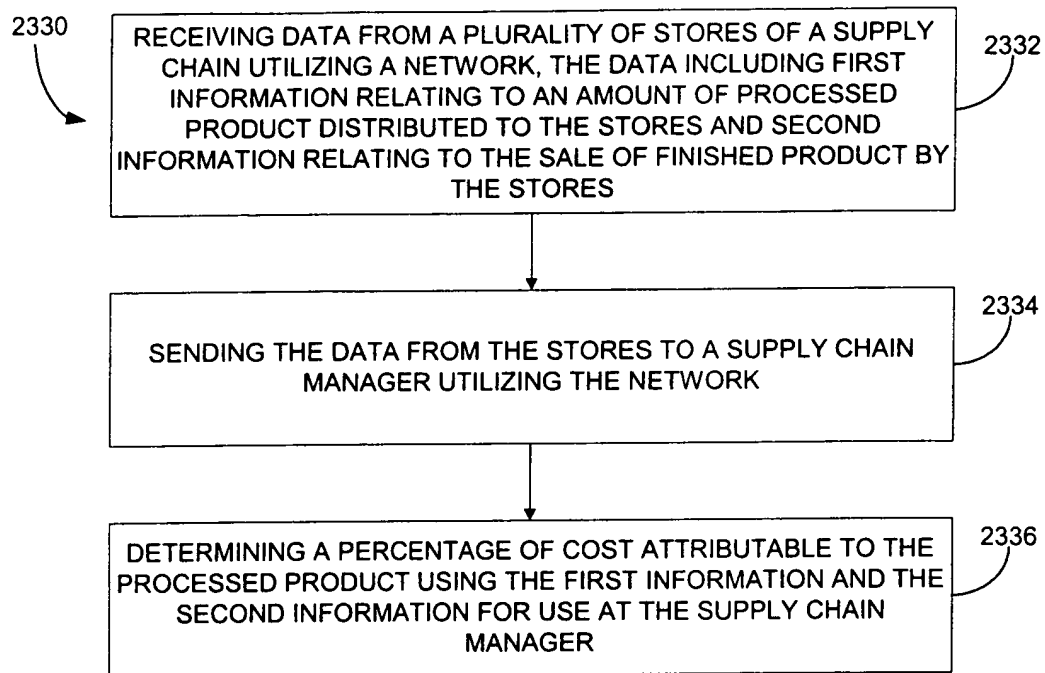
Fig. 20



**Fig. 21**



0981577-070601



**FIG. 23**



FIG. 24

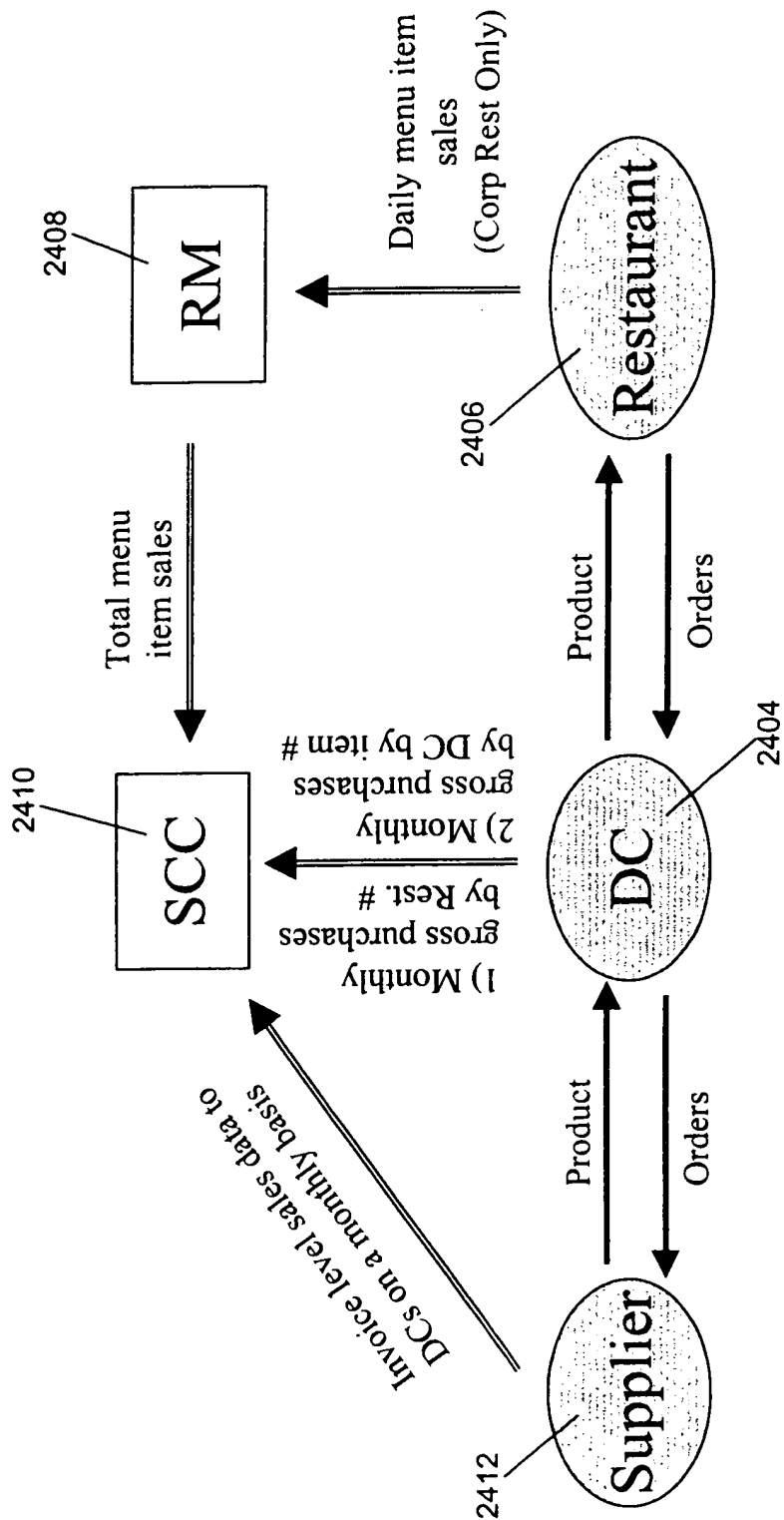
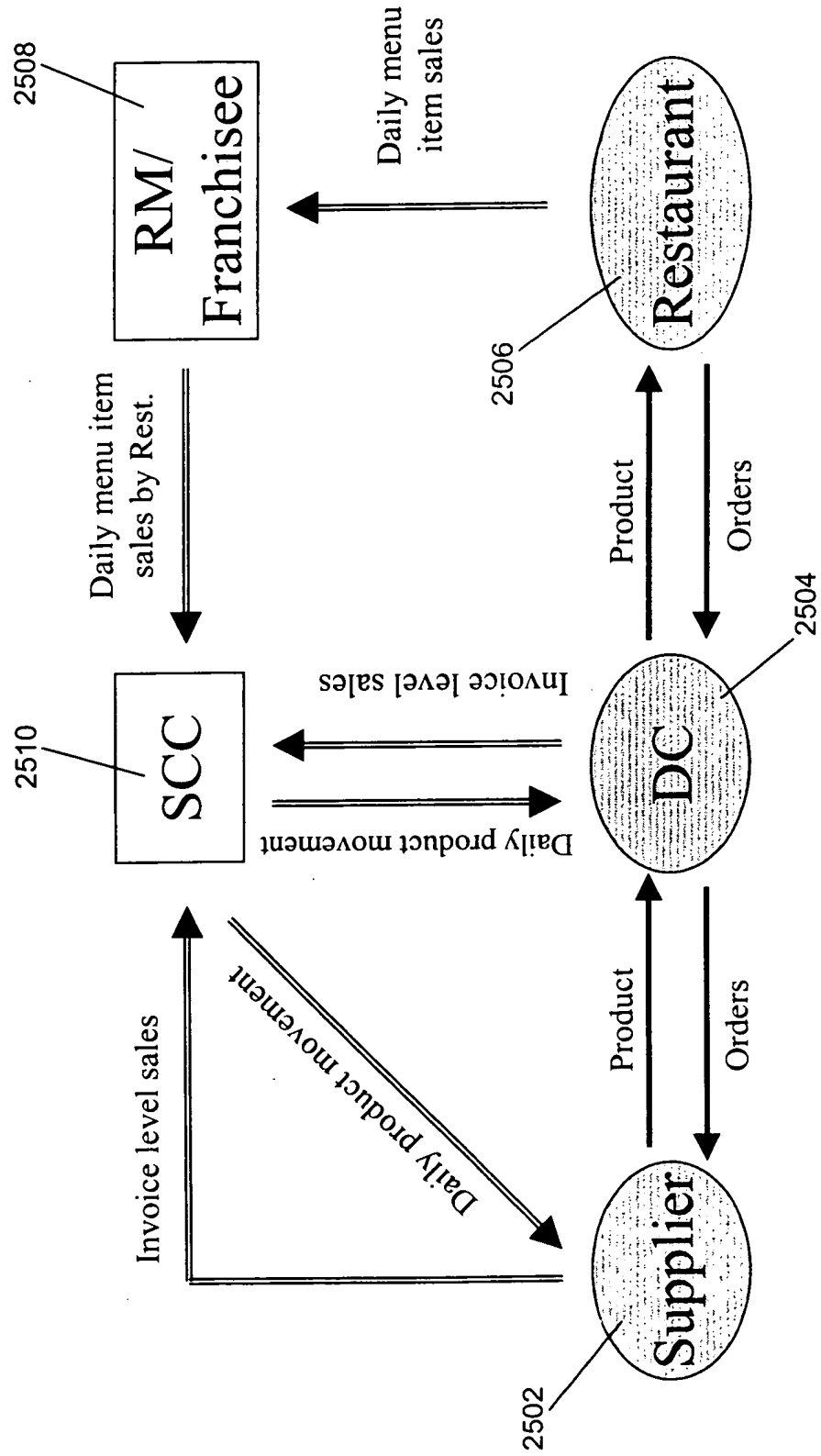


FIG. 25



109020" / 1157860

FIG. 26

2600

2602

2604

FIG. 26

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

2600

2602

2604

FIG. 27

FIG. 27

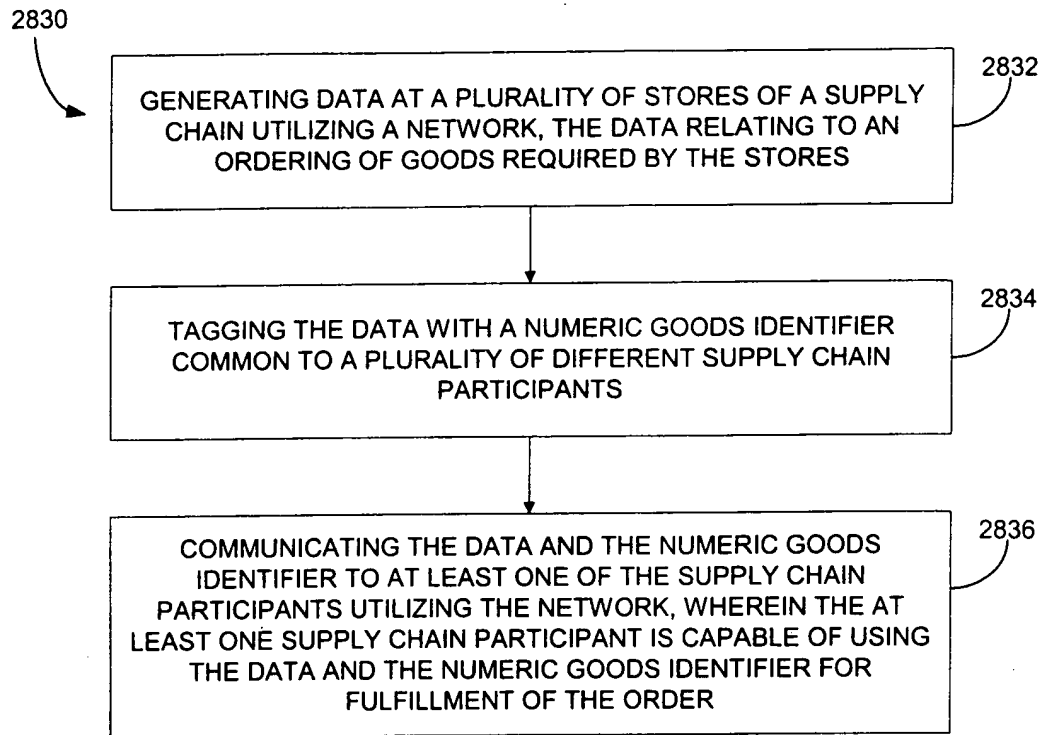
2700

Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Total		1,309										
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

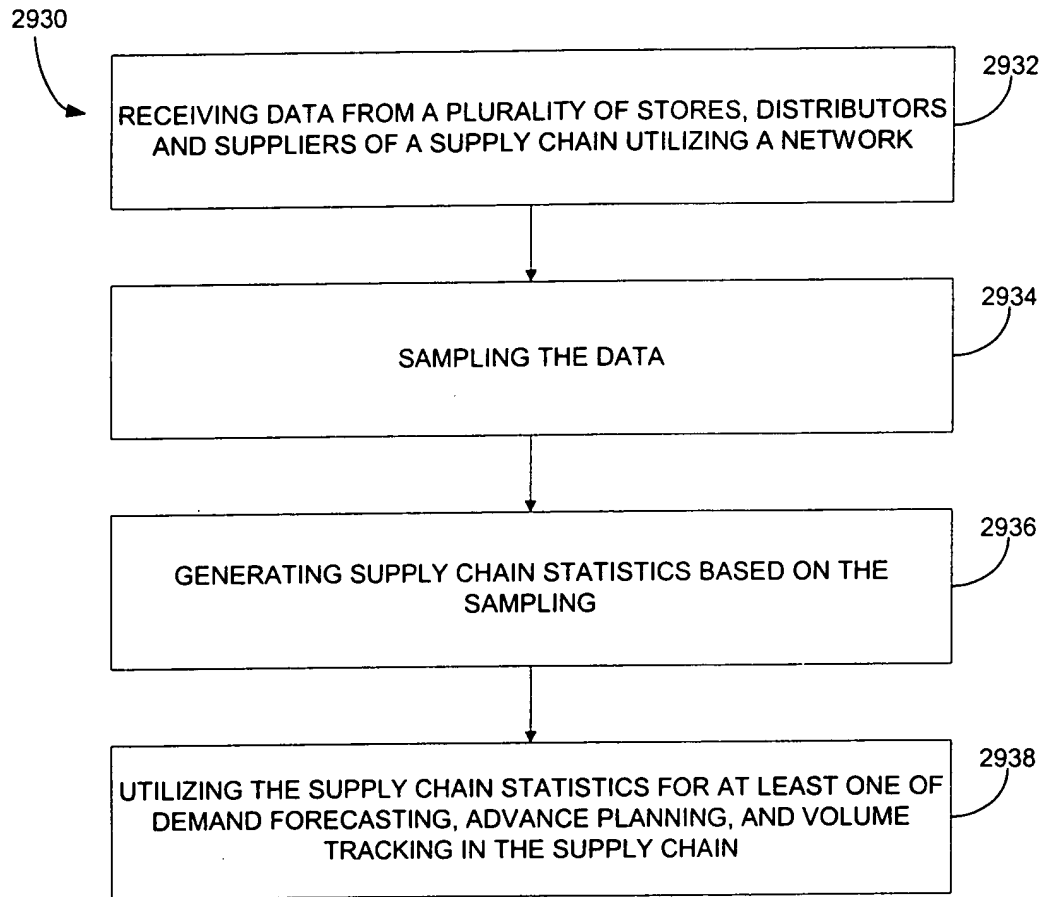
2702

0981577-070601



**FIG. 28**

0981577-07001



**FIG. 29**

709040" 225T860

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

109020" / 5T860

3100

Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report

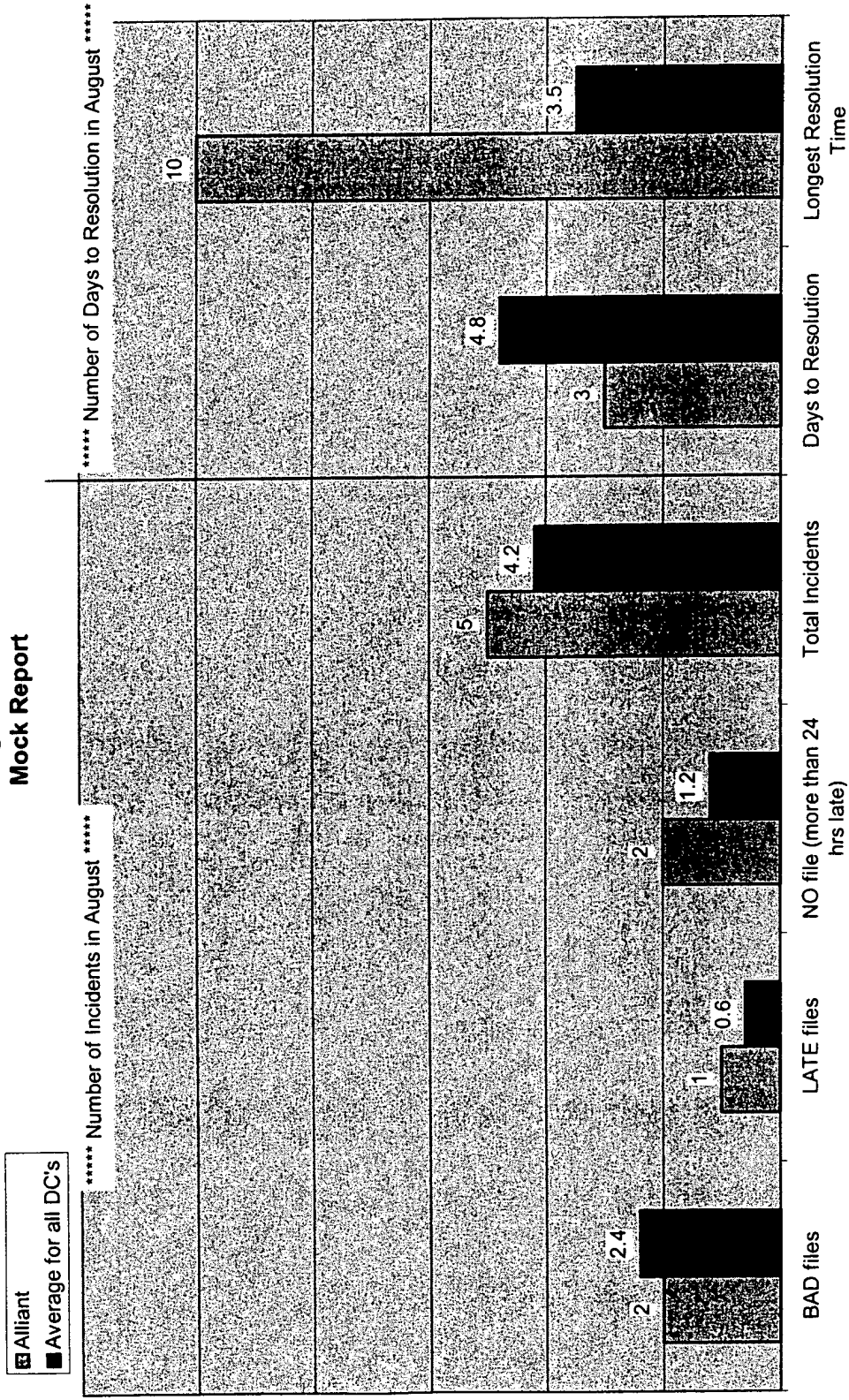


FIG. 31



7/25/2000



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	98.14%		
Alliant-Topoka			
Alliant Wixom	98.05%		
King-Atlanta	98.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin	98.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	98.41%		
Maines New England			79.83%
MBM Fullerton	98.13%		#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	98.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	98.18%		
PFG Victoria	98.42%	#DIV/0!	
PYA/Monarch	98.20%		
Reinhart-Cedar Rapids	98.05%		
Reinhart-Oak Creek	98.31%		
Reinhart-Rogers			
Restaurants NW	98.03%	98.07%	80.7%
Shamrock Commerce City		98.8%	85.3%
Shamrock Phoenix	98.81%		
Sygnia Harrisburg			
Sygnia Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	98.00%	78.00%
RSI Min	98.50%	98.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →

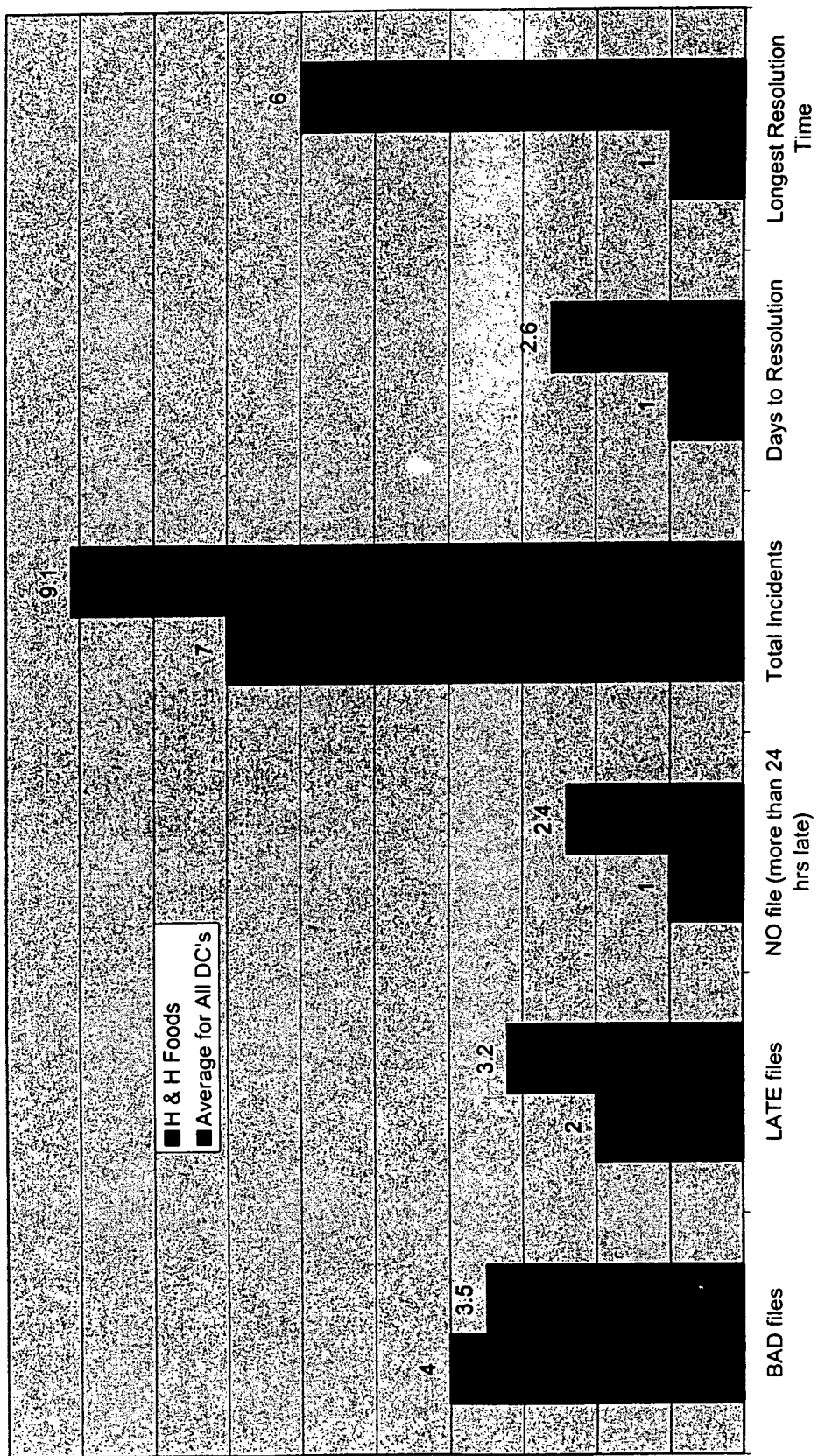


FIG. 35

FIG. 35

Service Level Reporting  
November - Mock Report



3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KO			
SILVER KING, MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

109040" / 5T860

3600

# Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						

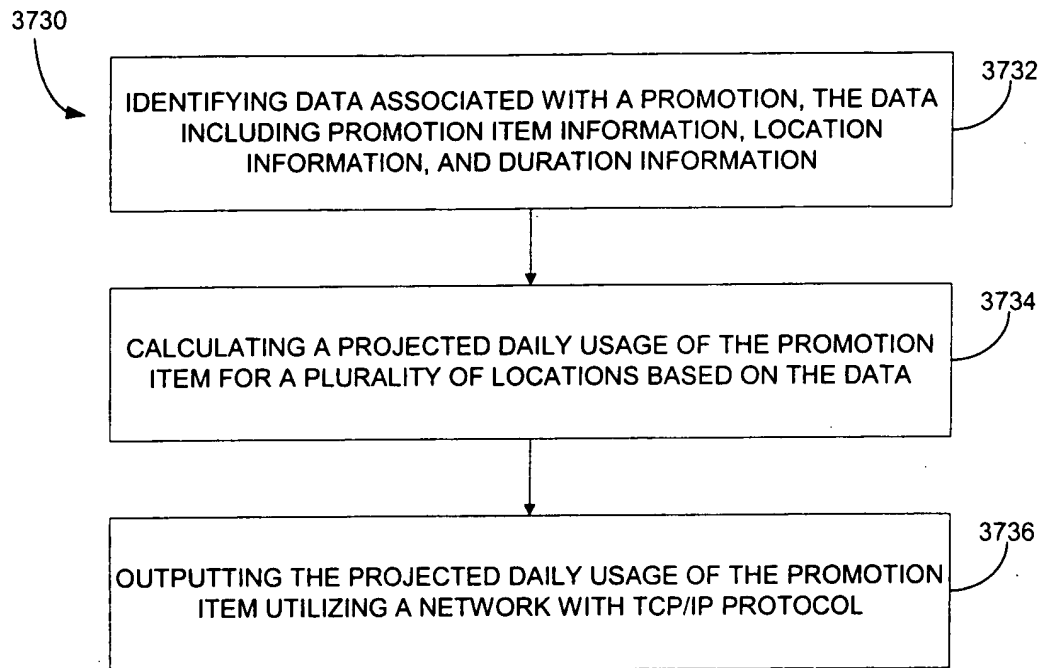
## Total Dollar Purchases (In Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

FIG. 36

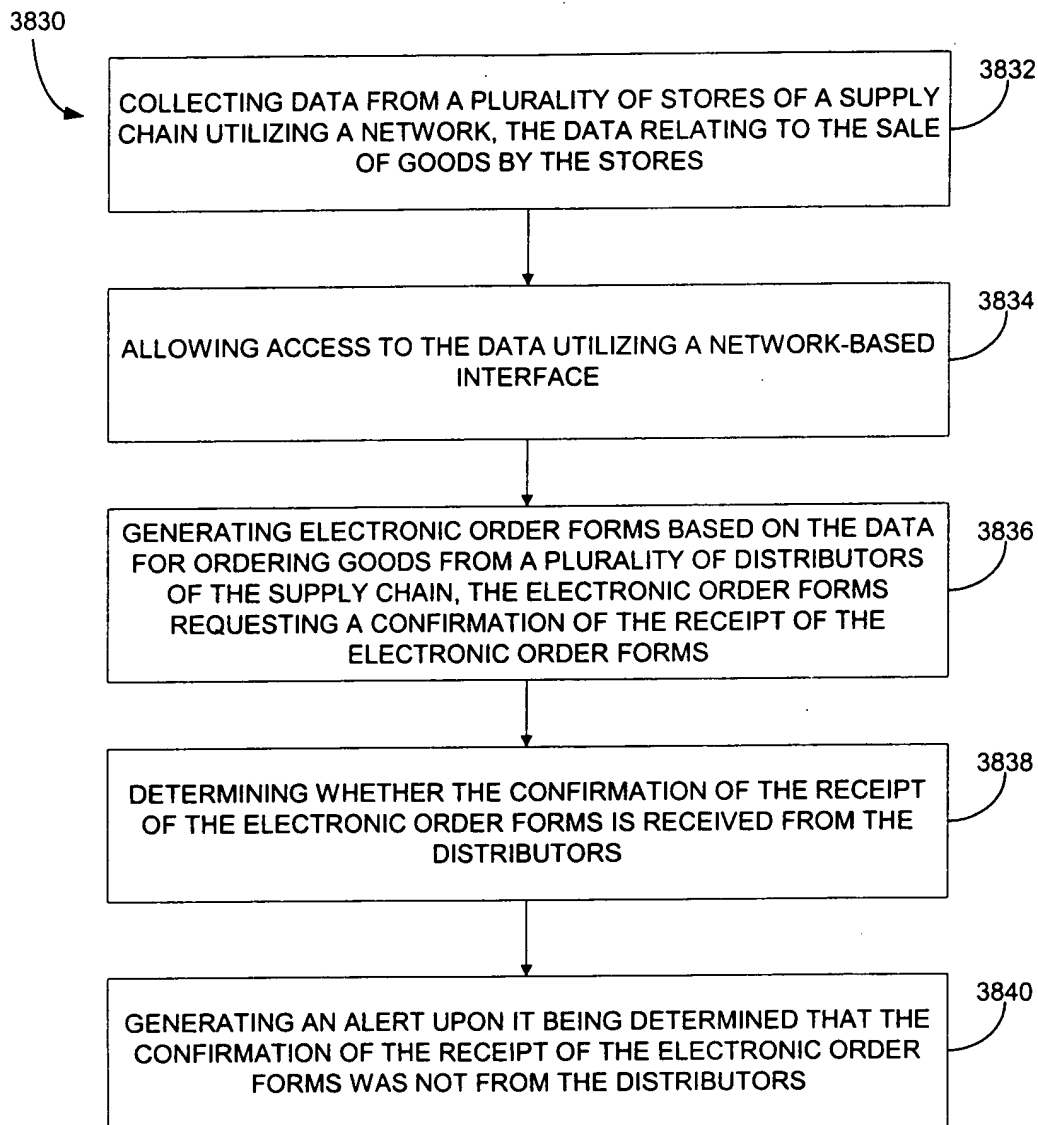
0961577.070601



**FIG. 37**



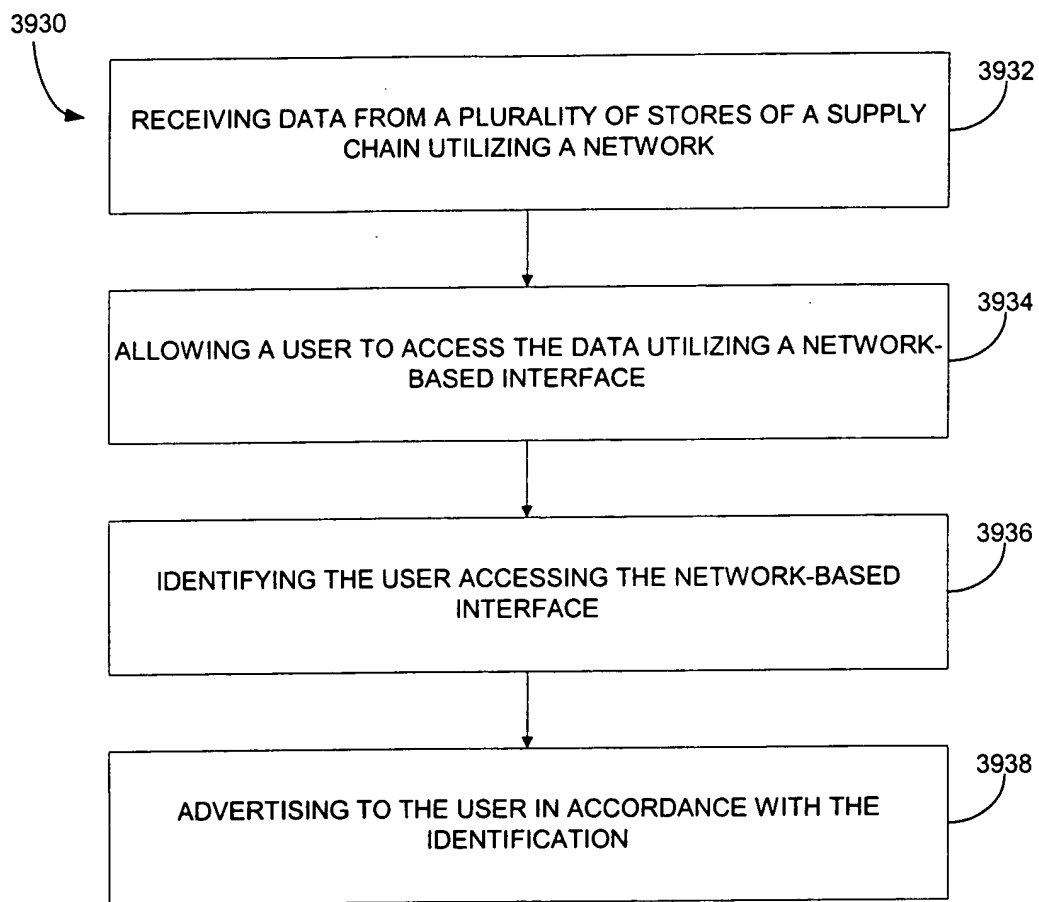
0981577.070604



**FIG. 38**



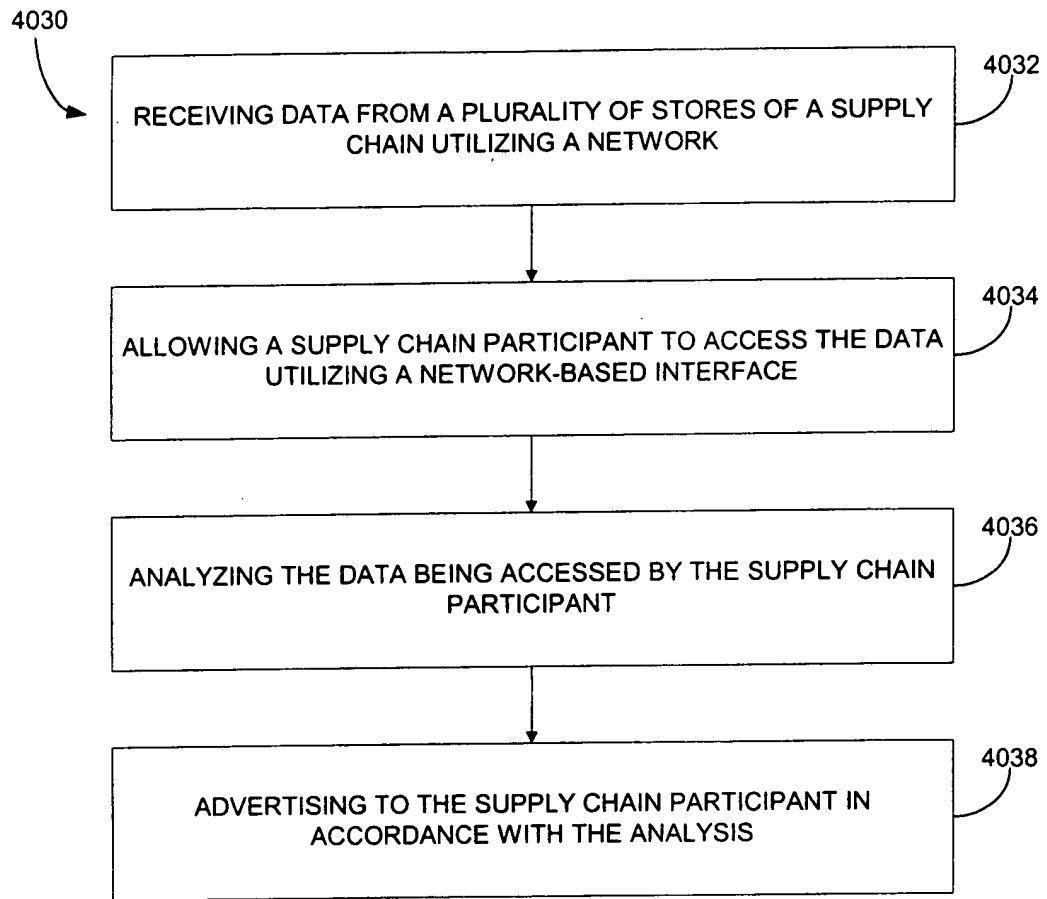
0981577.070601



**FIG. 39**



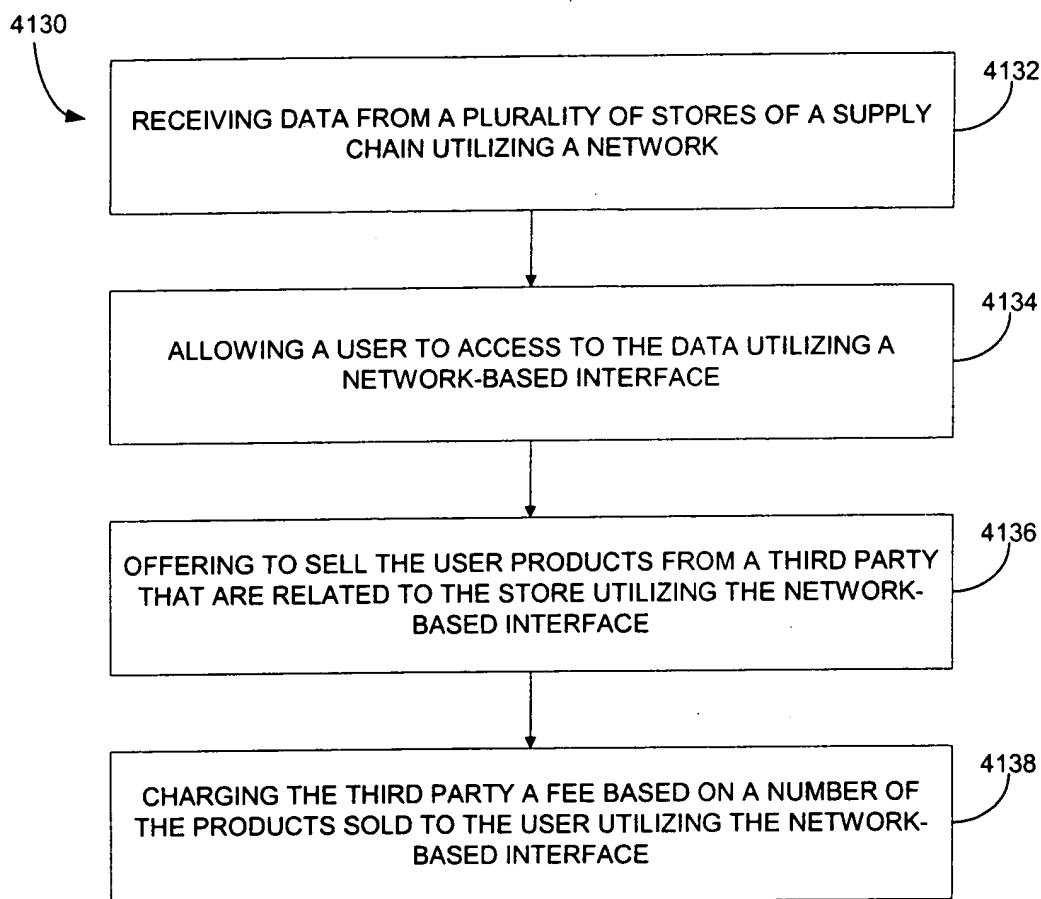
0981577-070601



**FIG. 40**



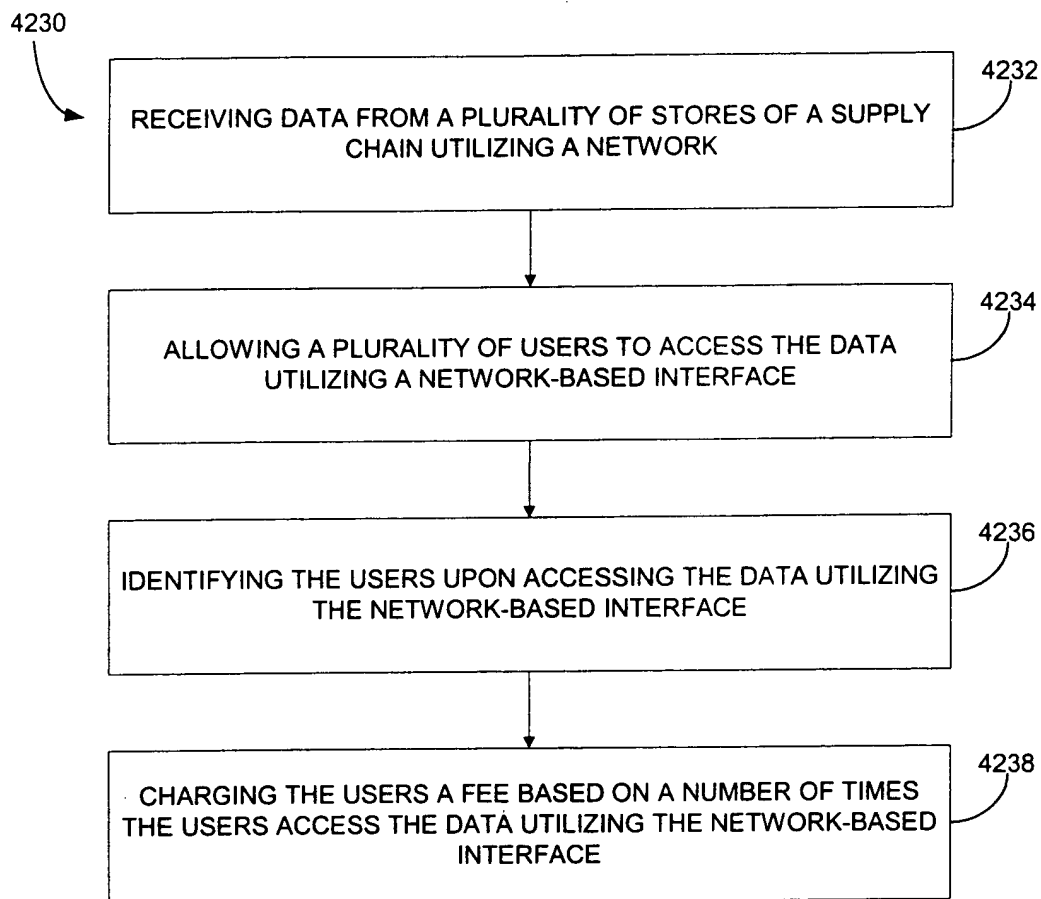
0981577-070601



**FIG. 41**



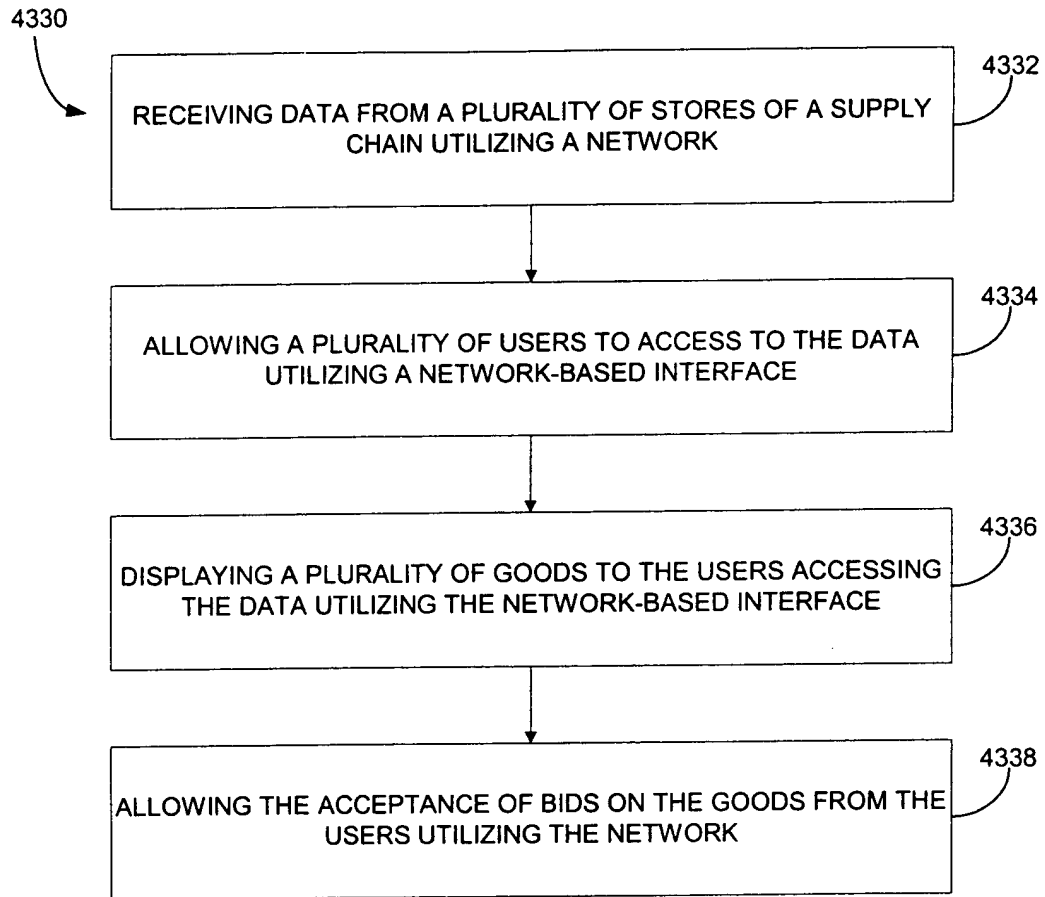
109070" 7757960



**FIG. 42**



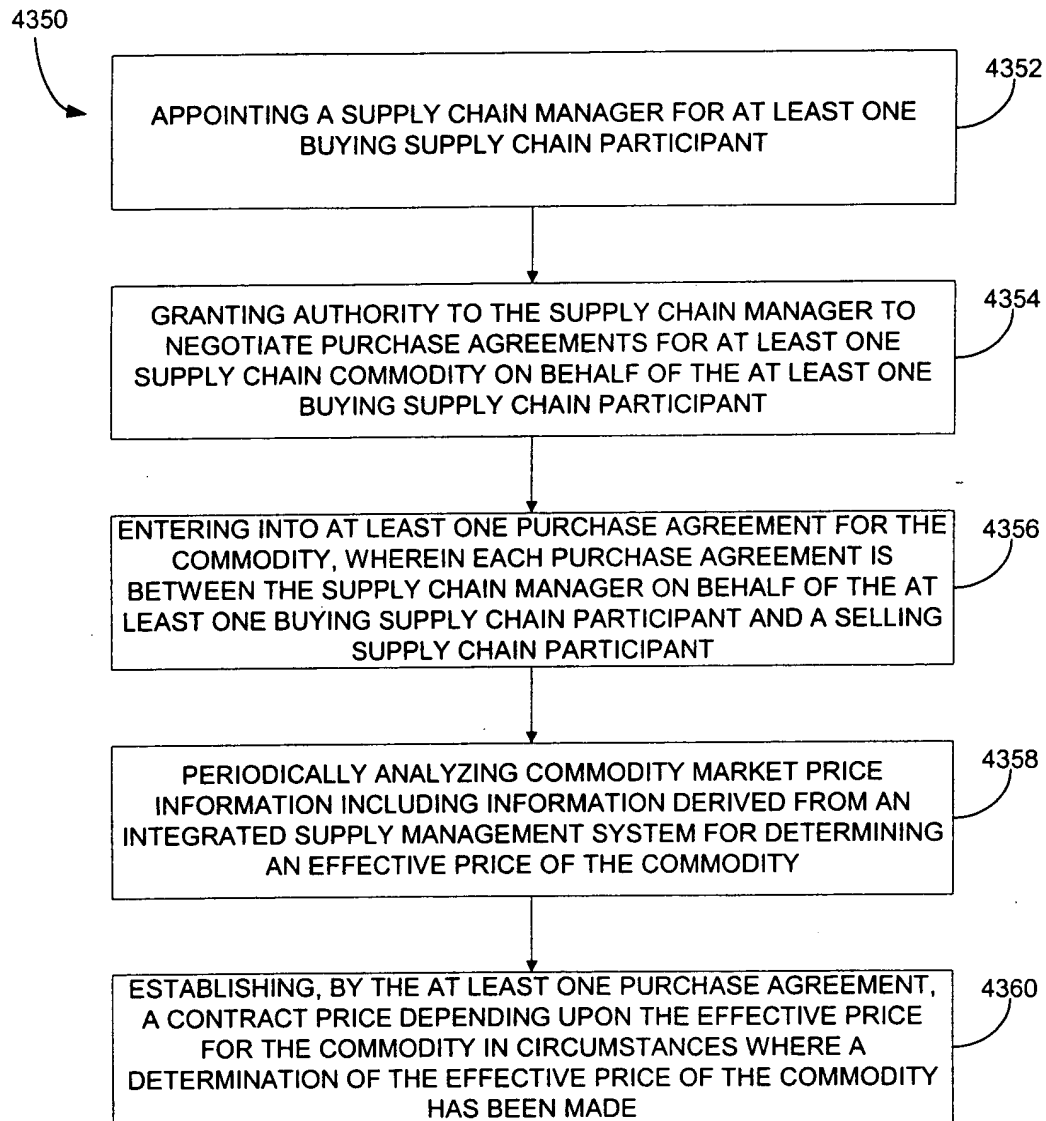
1050707757060



**FIG. 43A**

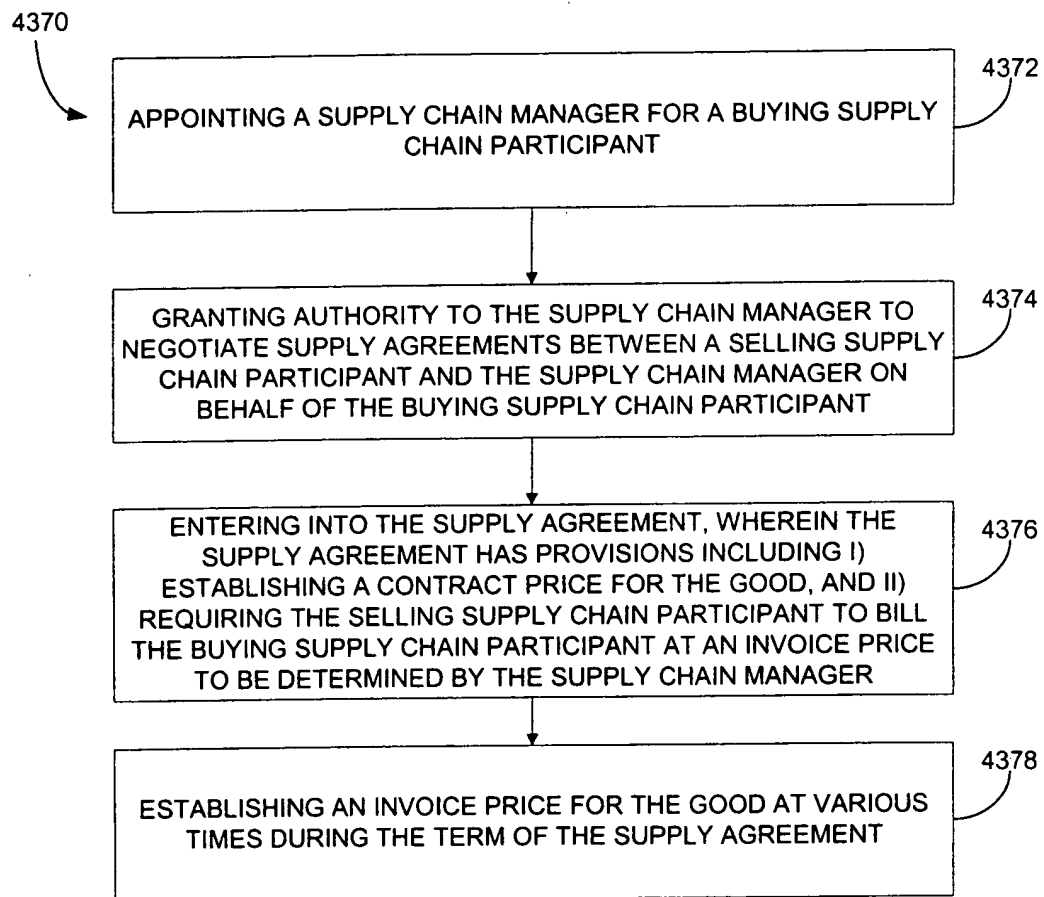


0961577-00601



**FIG. 43B**

0961577.070601



**FIG. 43C**

0981577-00601

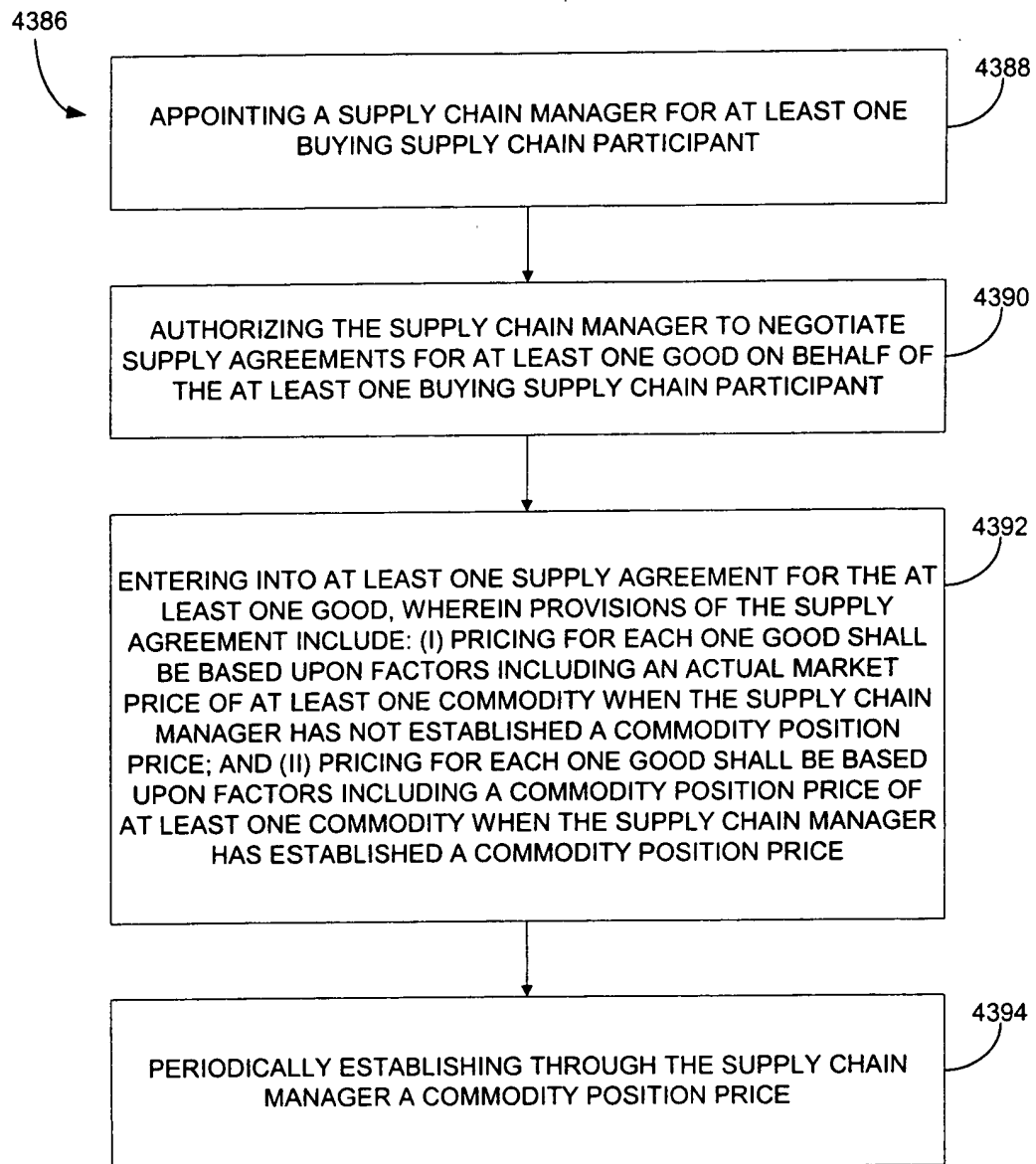


FIG. 43D



0951577-0760

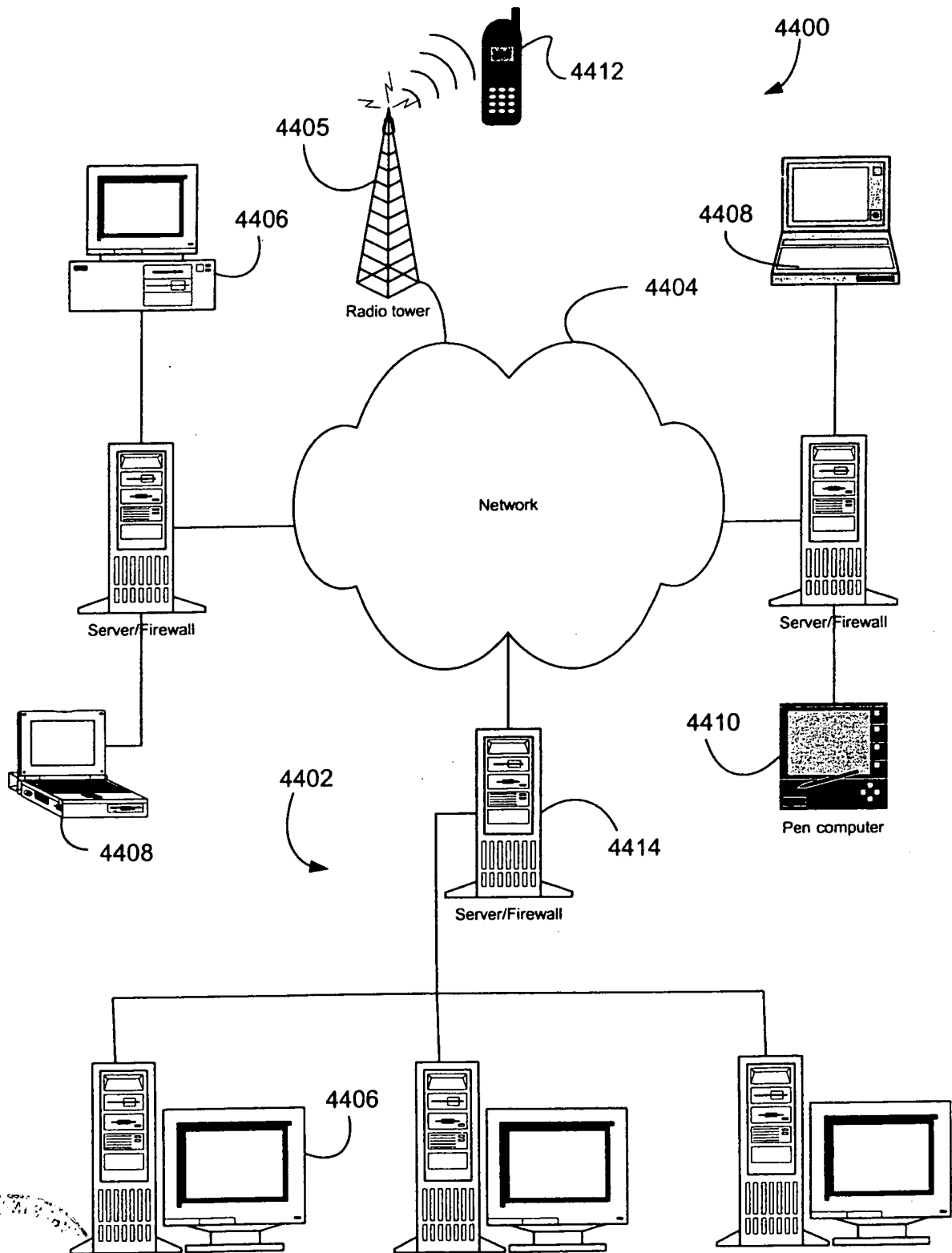


FIG. 44



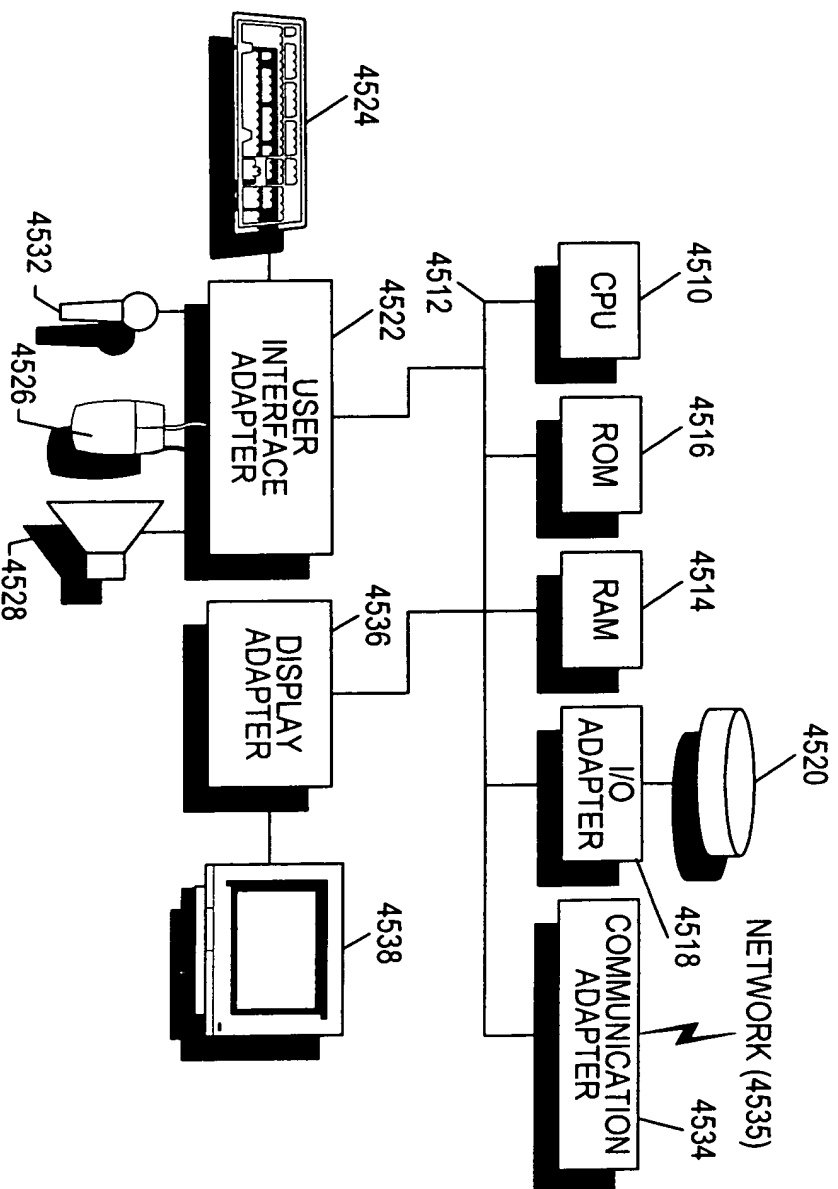
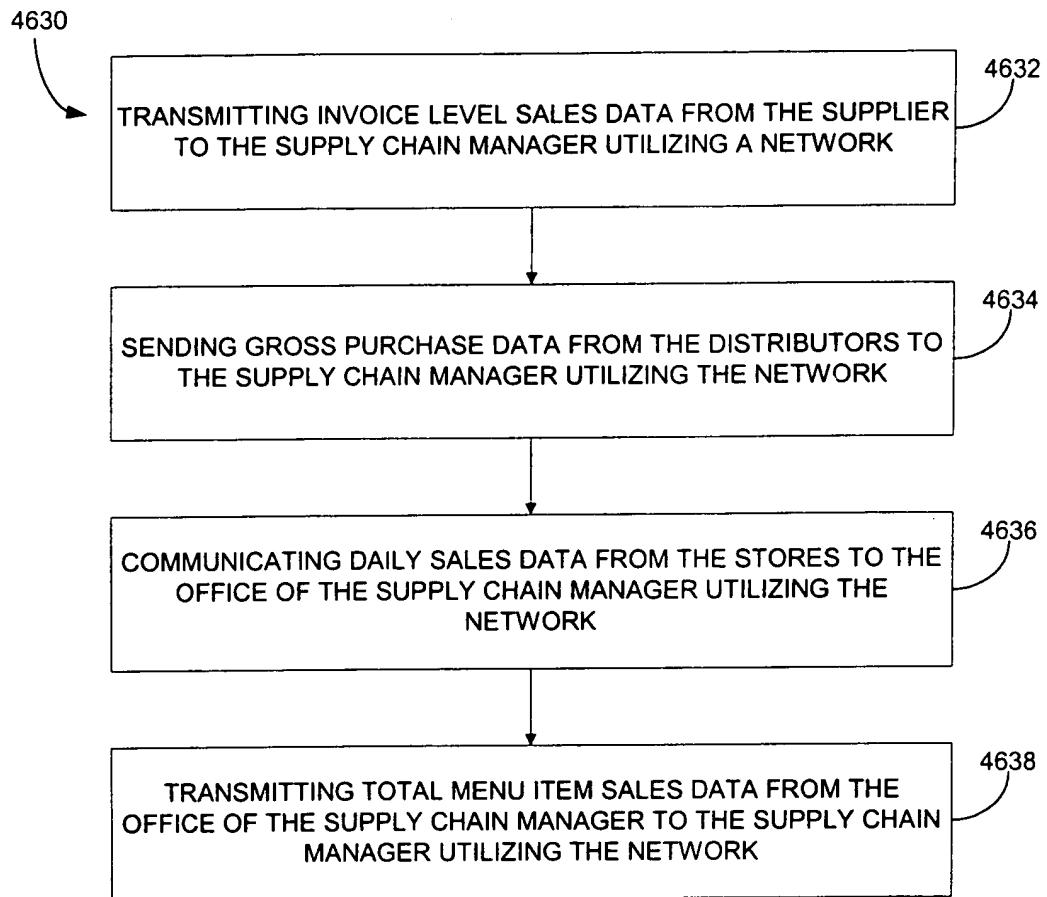


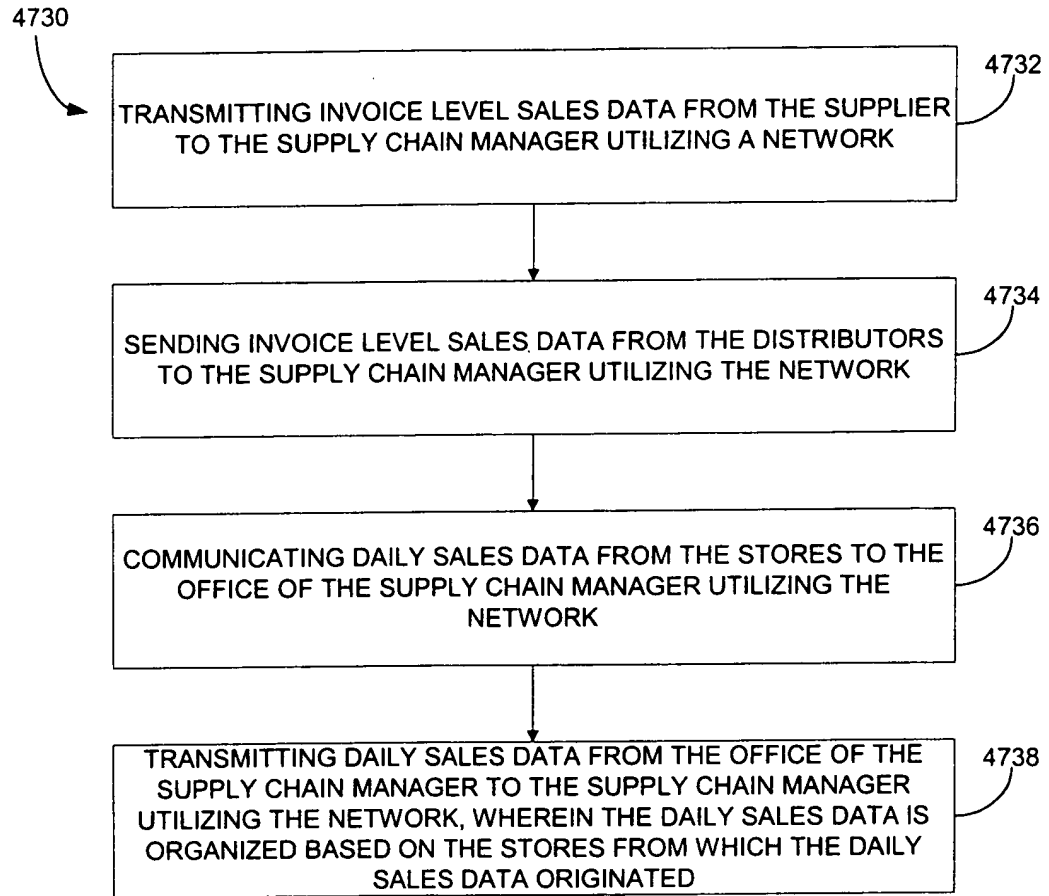
FIG. 45

0981577.070601



**FIG. 46**

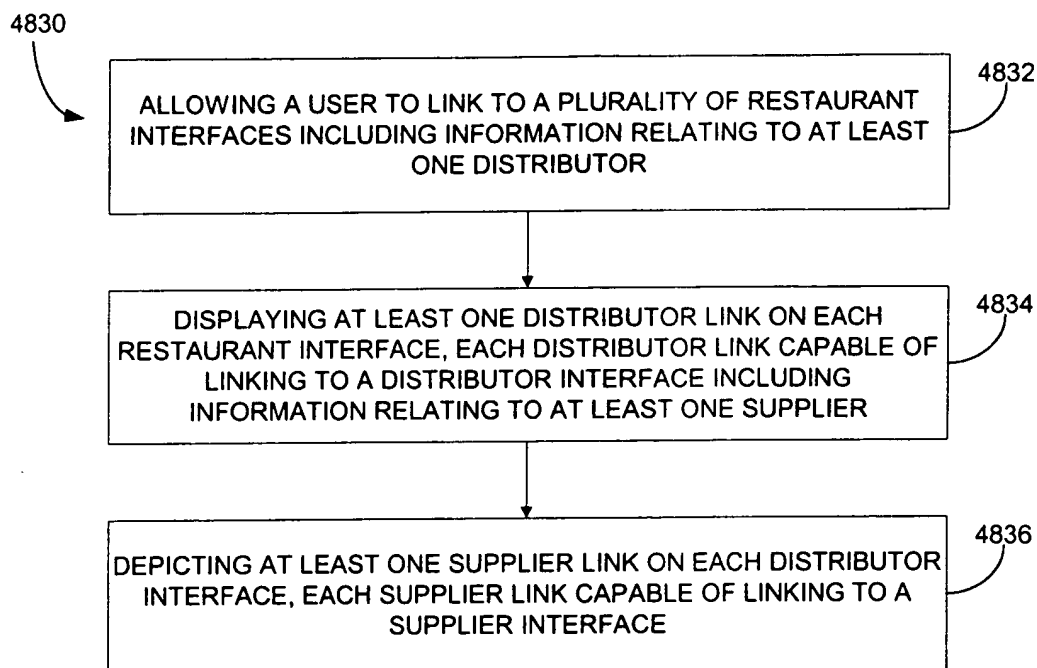
0981577-070601



**FIG. 47**



0981577-070601



**FIG. 48**

**FIG. 49**


1090/00/151860

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/start.asp

---



**Member**

**LOGOUT**

**HOME**

**Franchisee**

**Reports**

**Personal Info**

**Legal Information**

**Help**

**Welcome Franchisee User! Tuesday, October 24, 2000**

**REMINDER** BK Cravers Menu items will continue to be offered after national advertising ends November 5

**Franchisee**

5006

- POS/BOH System  
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- Redbook
- More

**Reports**

5002

- Landed Cost  
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- More

**Personal Info**

5010

- Change Password
- Edit Personal Info  
Edit your personal information.
- More

**Legal Information**

5012

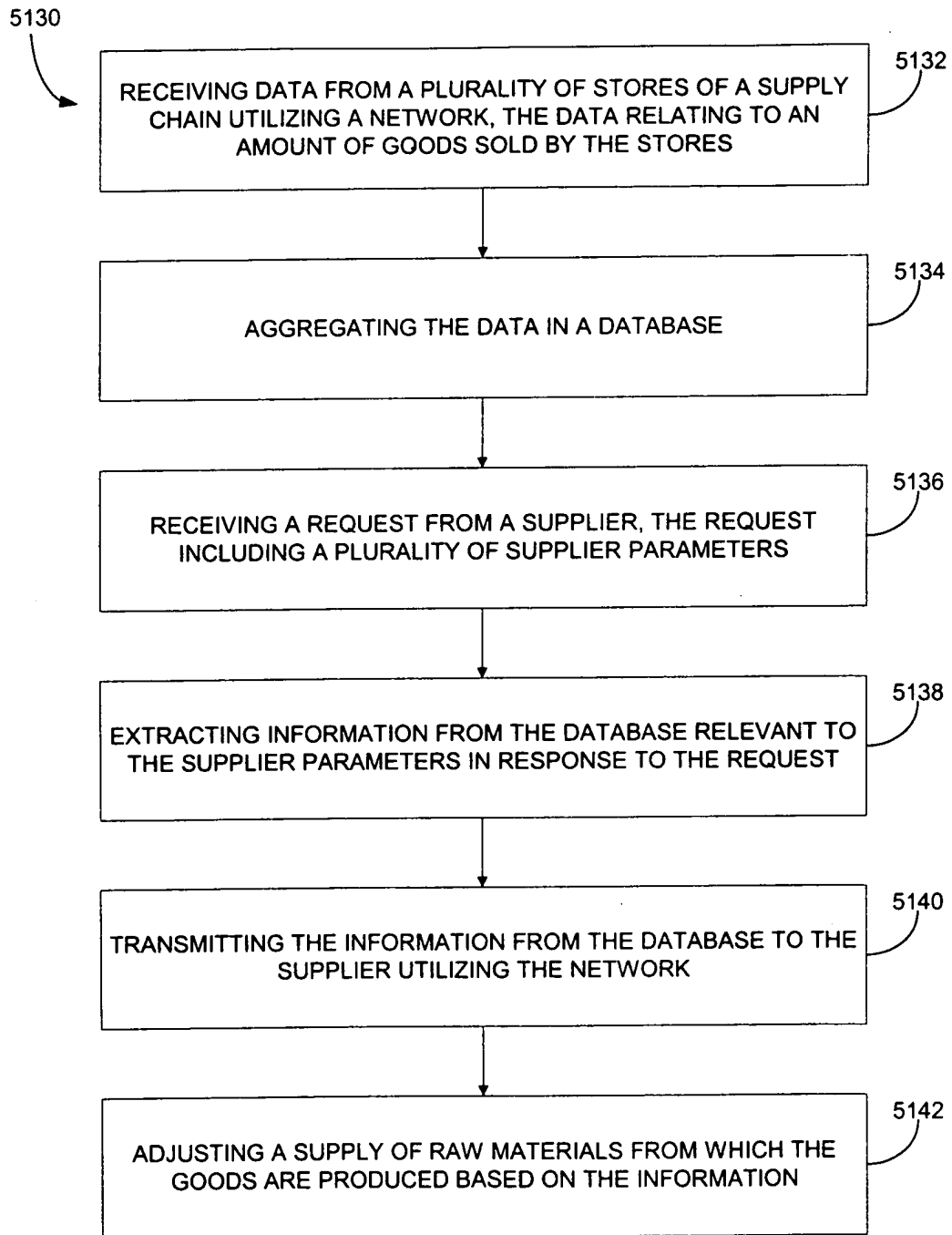
- Terms and conditions of usage and Privacy Statement.

**5004**

**5000**

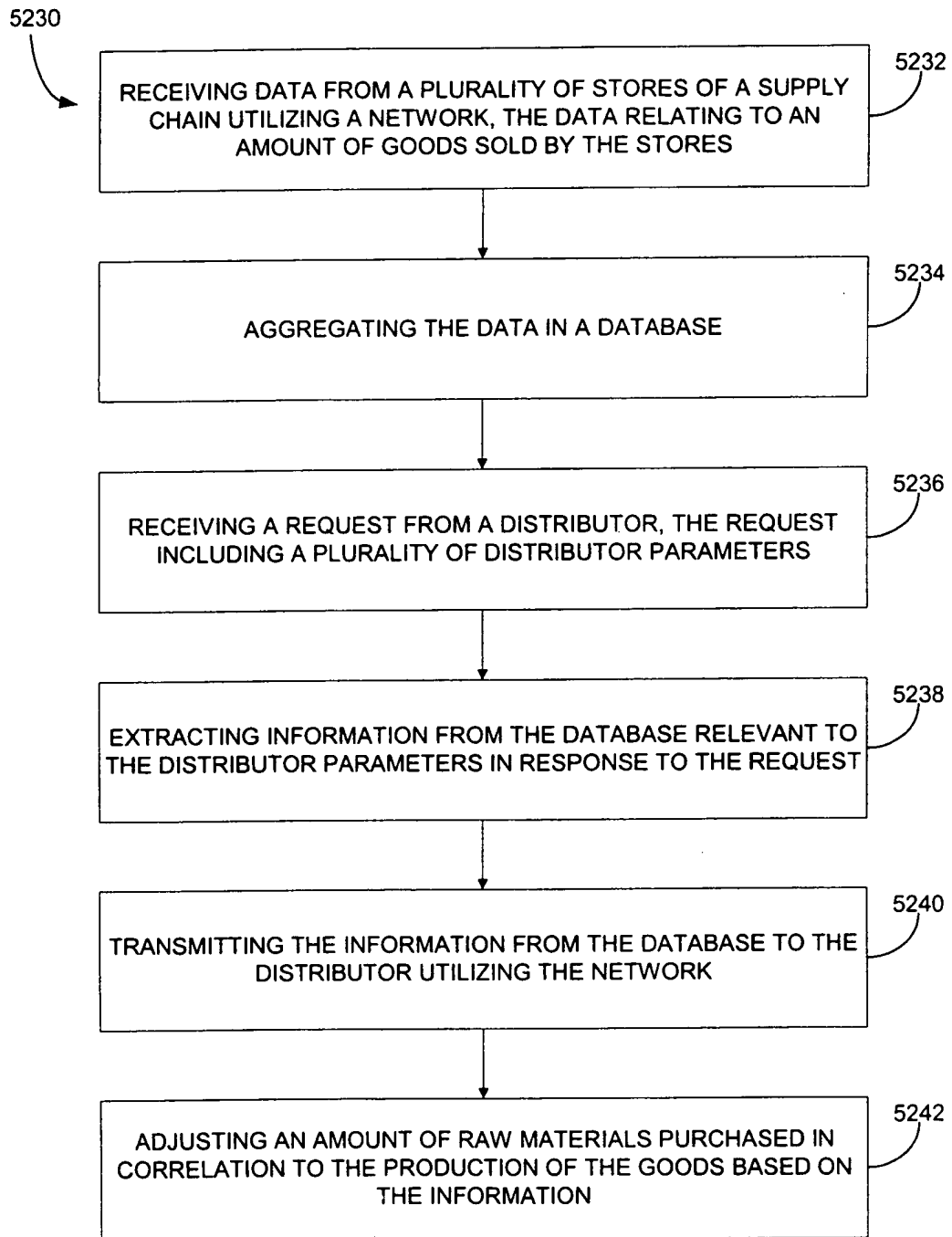
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FIG. 50



**FIG. 51**

0981577-0601



**FIG. 52**



109020" / 51860

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Agencies: [http://www.rsiweb.com/dc/d\\_rlpasdaily.asp](http://www.rsiweb.com/dc/d_rlpasdaily.asp)

Printer Friendly Version

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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RSI  
Distributor

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GC Item No	Item Description	% Chg 14 Day	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10
Number of Restaurants Served by GC			200	200	200	200	200	200	200	200	200	200	200	200	200	200
18986	SAUCE: BBQ BULK BULLSEYE	0.00%	13	13	21	23	18	18	10	10	14	21	21	16	13	13
20788	MUSTARD: BULK BK	0.00%	12	12	19	20	16	14	14	13	14	18	18	10	15	14
24340	MAYONNAISE: BULK BK	0.00%	134	134	167	211	173	166	154	153	150	200	200	175	155	161
24980	STRAW: WRAPPED 7.75" BK	0.00%	21	21	33	34	27	25	24	24	24	34	33	27	24	24
25318	FORK: WRAPPED BULK BK	0.00%	10	10	11	12	10	9	8	9	11	12	11	10	9	9
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	3	2	2	2	3	3	3	3	2	2
27682	KETCHUP: BULK BAG IN BOX	0.00%	88	88	134	142	116	104	102	101	100	130	139	116	106	102
27680	KETCHUP: PACKET'S 10g BK	0.00%	127	127	164	205	160	143	142	139	144	197	197	160	142	140
Weekly Ending Total			100	100	100	100	100	100	100	100	100	100	100	100	100	100

Internal

FIG. 53

1090/0" / 51860

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address

http://test.rslink.com/dc/dc\_ipromodeltail.asp?dc=26576

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected City Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	88	8	
	Davenport-Rt Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	8/1/00	85	88	17	
	Sioux City, IA	8/28/00	85	88	10	
	Springfield-Decatur-Chmpg, IL	8/1/00	85	88	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuq, IA	4/15/00		88	16	
	Davenport-Rt Moline, IA	4/15/00		88	17	
	Ottumwa-Kirksville, IA	4/15/00		88	3	
Big King Total					36	
Pancake Minis	Chicago, IL	5/15/00	20	88	8	
	Peoria, IL	8/1/00	20	88	17	
	Sioux City, IA	4/15/00	20	88	10	
Pancake Minis Total					35	

Done

Internet

FIG. 54

[illegible]

**Done**

1090/0" / 51860

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address http://www.isiweb.com/fran/i\_pllc.asp?report=true

RSI

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Help

Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

5600

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

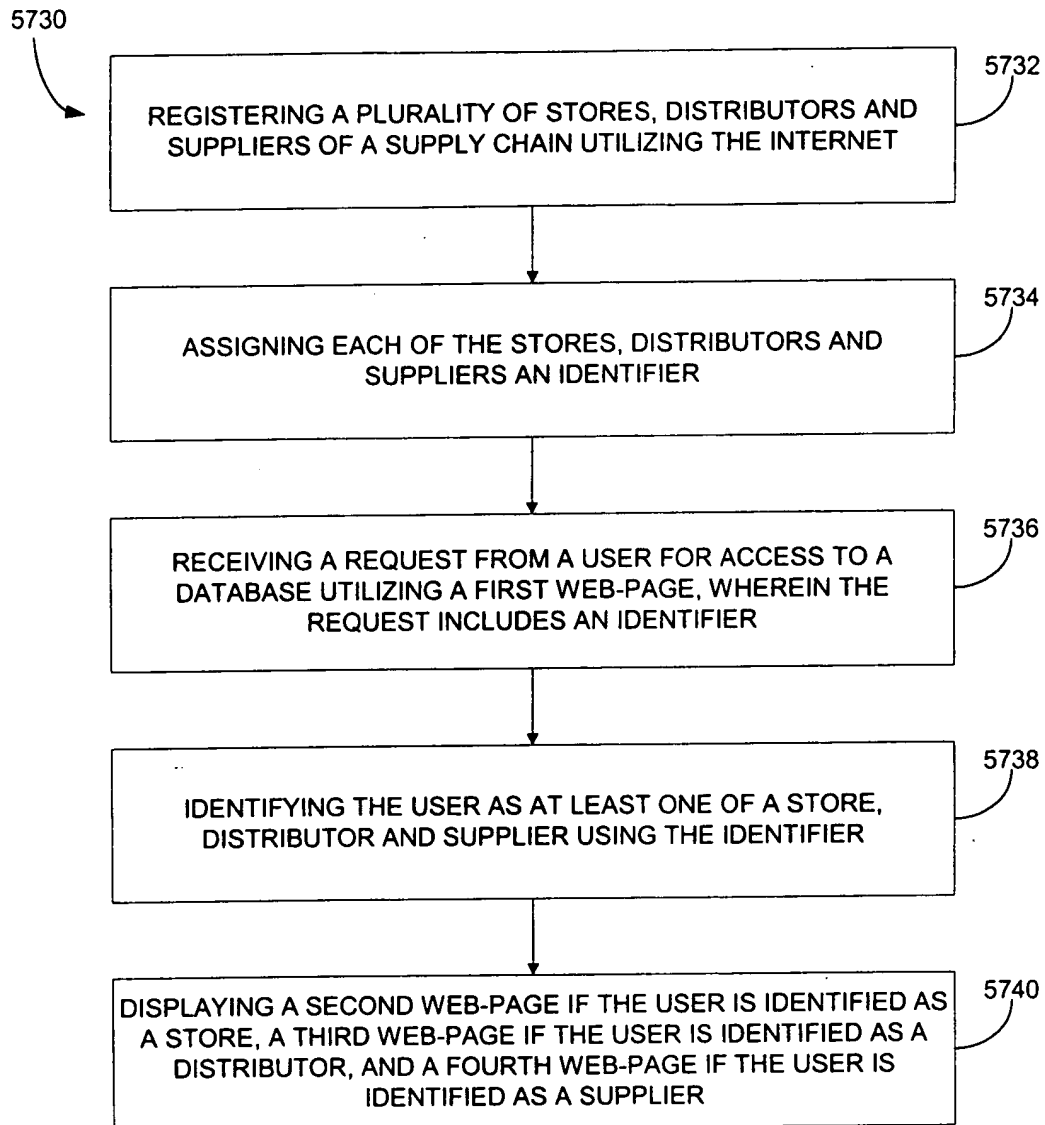
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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE-THERMAL 2 28" X 105'	\$21.27	\$1.57	\$22.84
12880	3588	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18868	369	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	97	MUSTARD-BULK-30AL	\$8.45	\$1.57	\$10.02
20840	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	88	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$8.41	\$1.57	\$9.98

Done Internal

FIG. 56

0931577.070601



**FIG. 57**

1090/07/51860

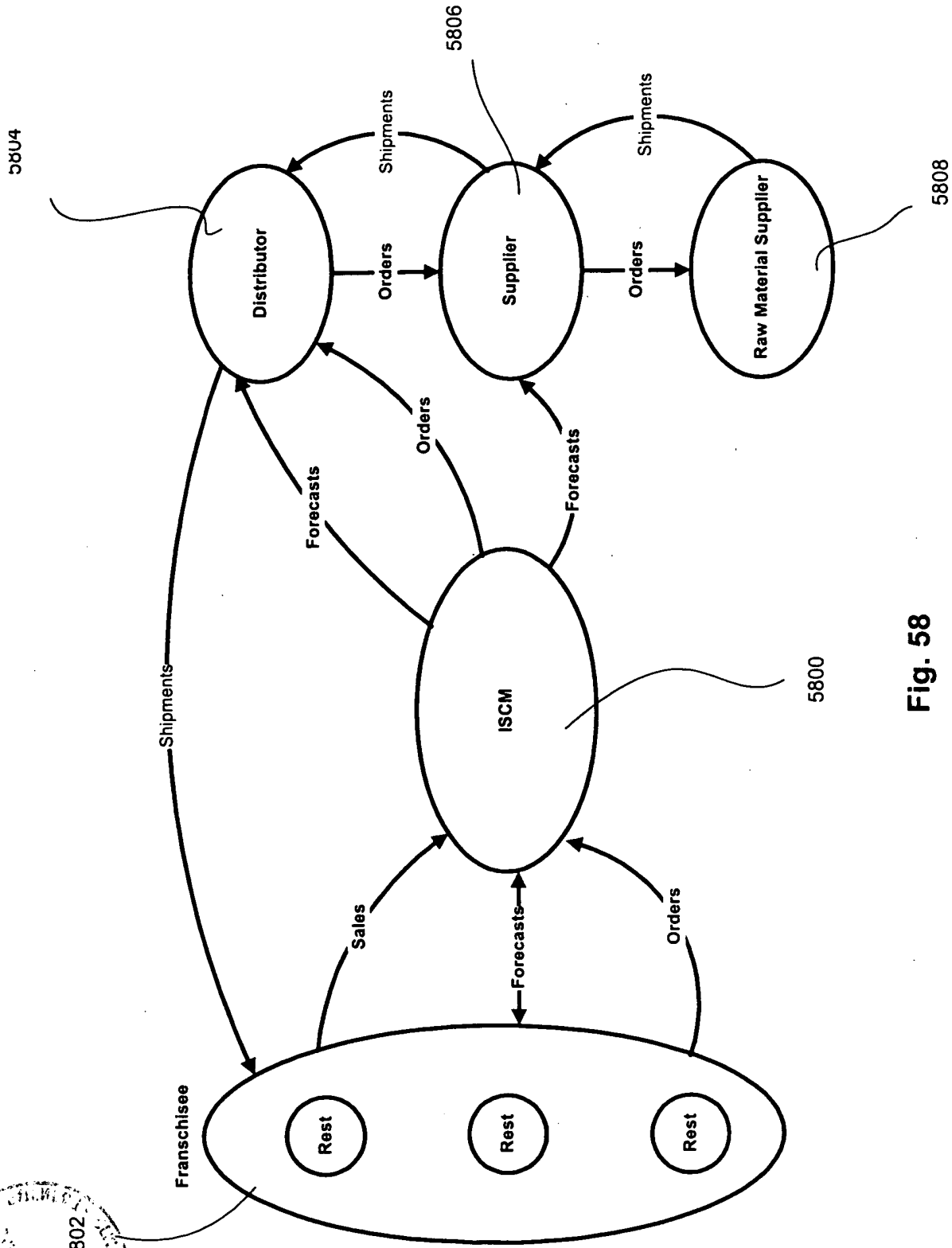
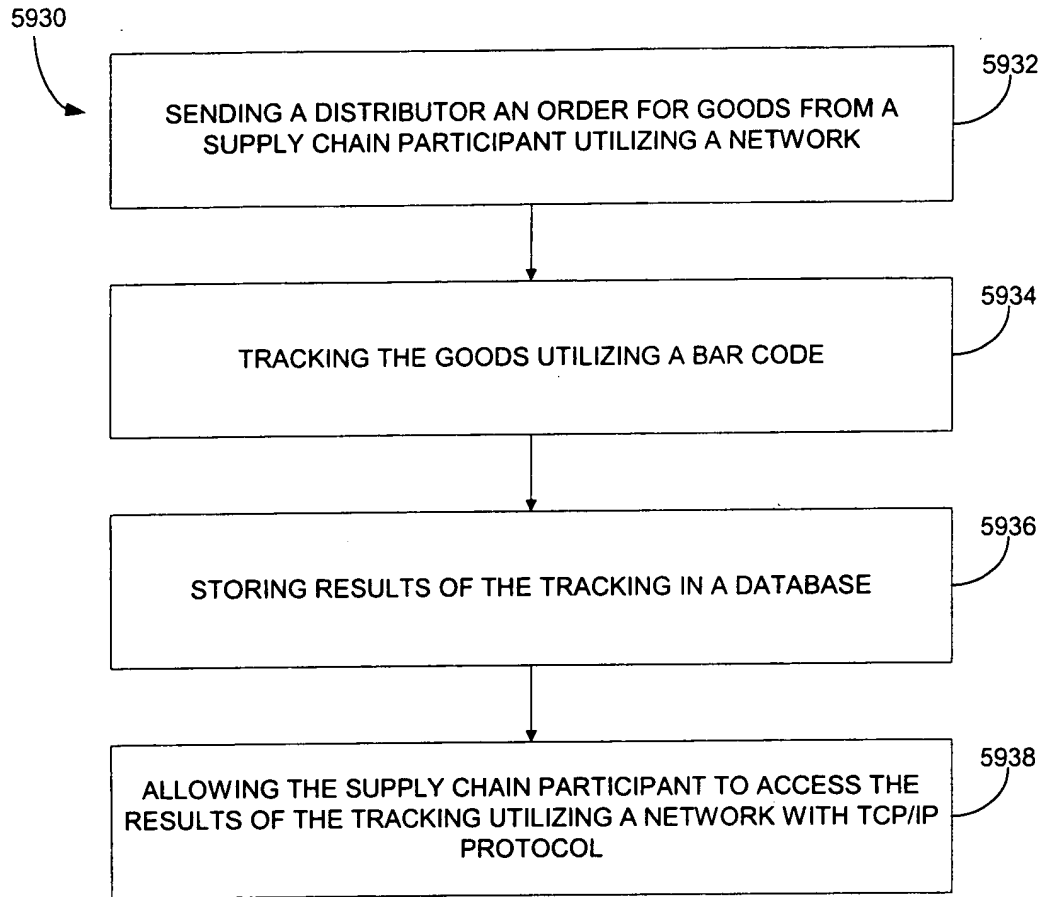


Fig. 58

0931577.0504



**FIG. 59**



2000/07/27

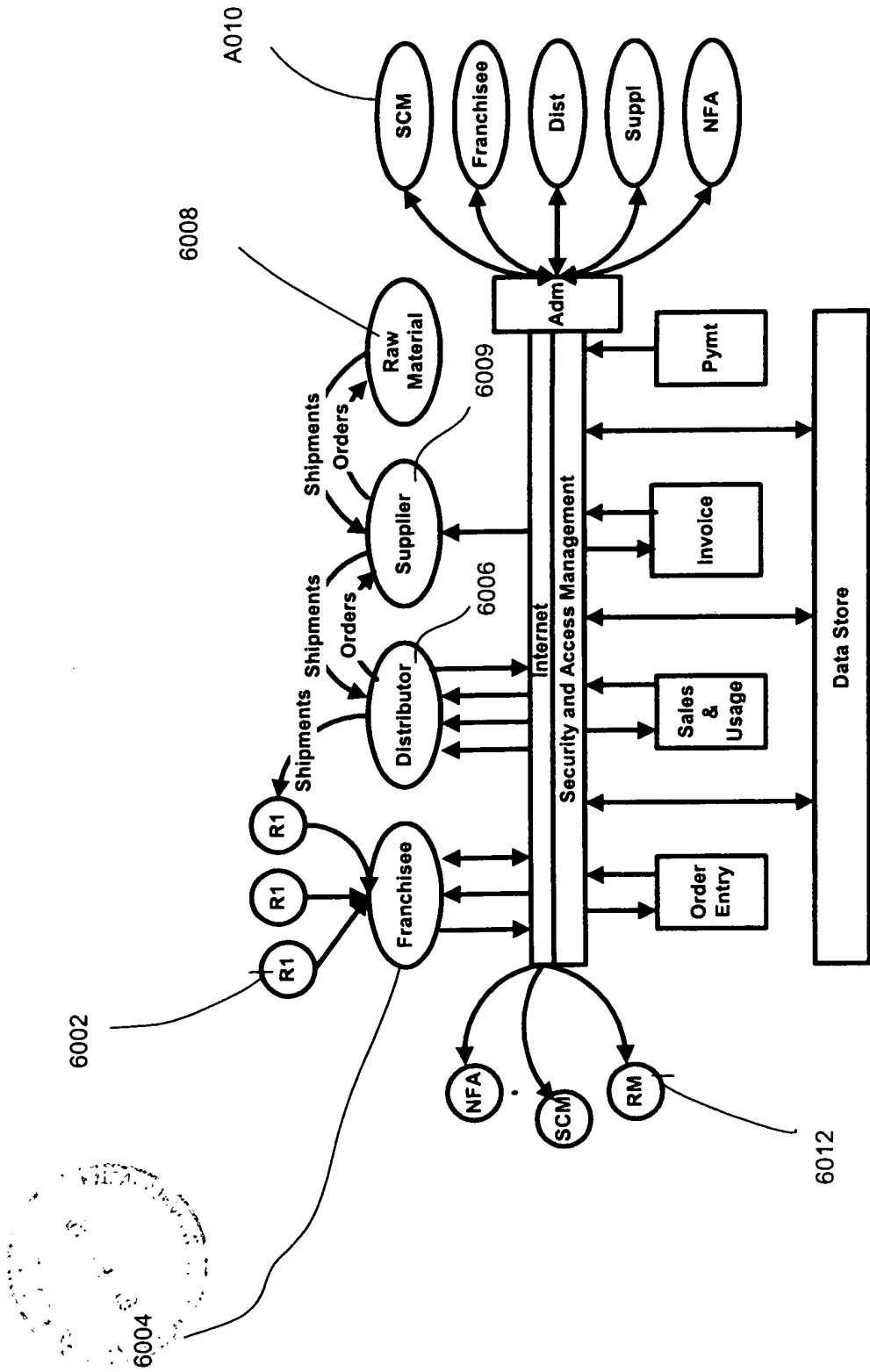


Fig. 60



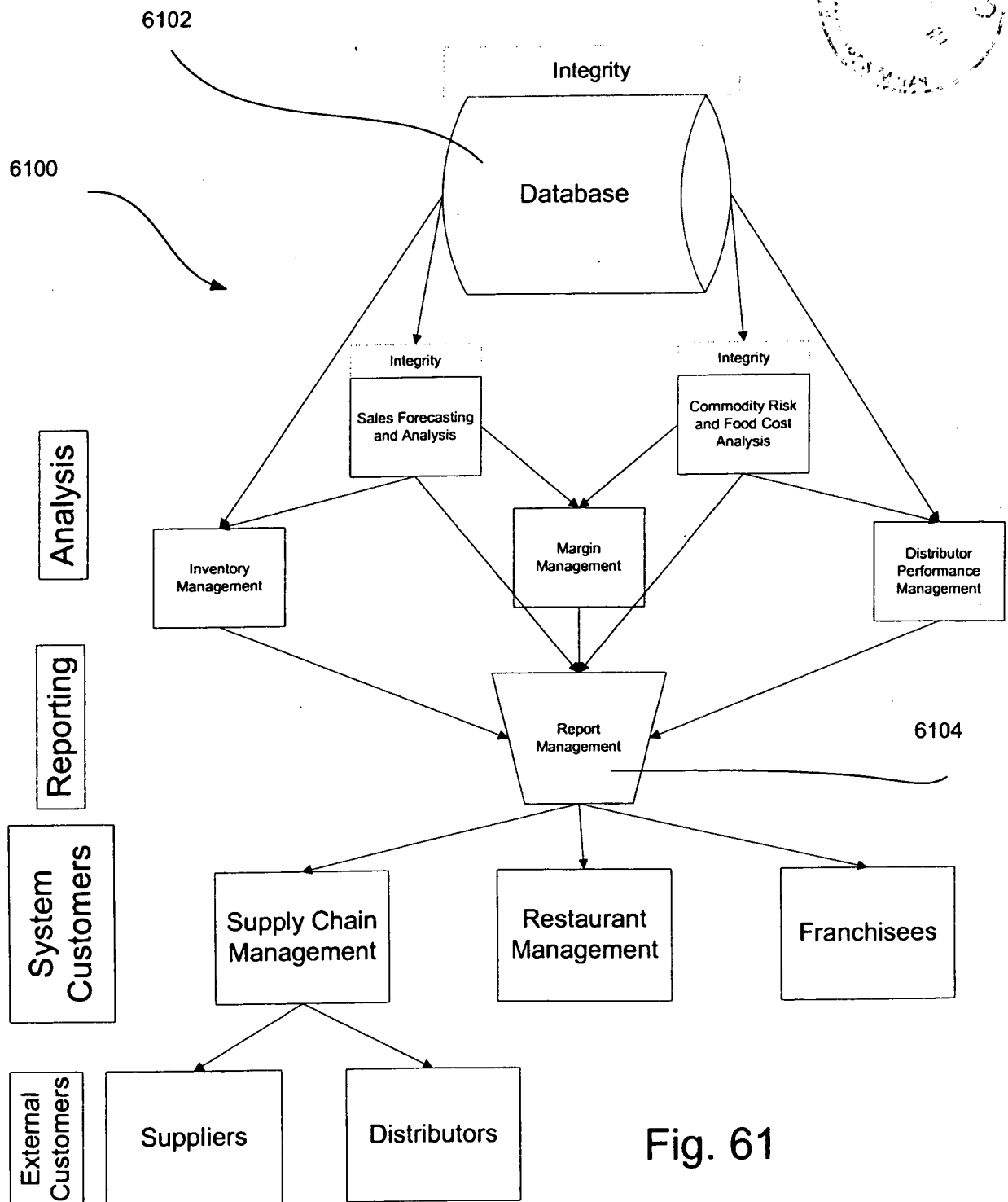
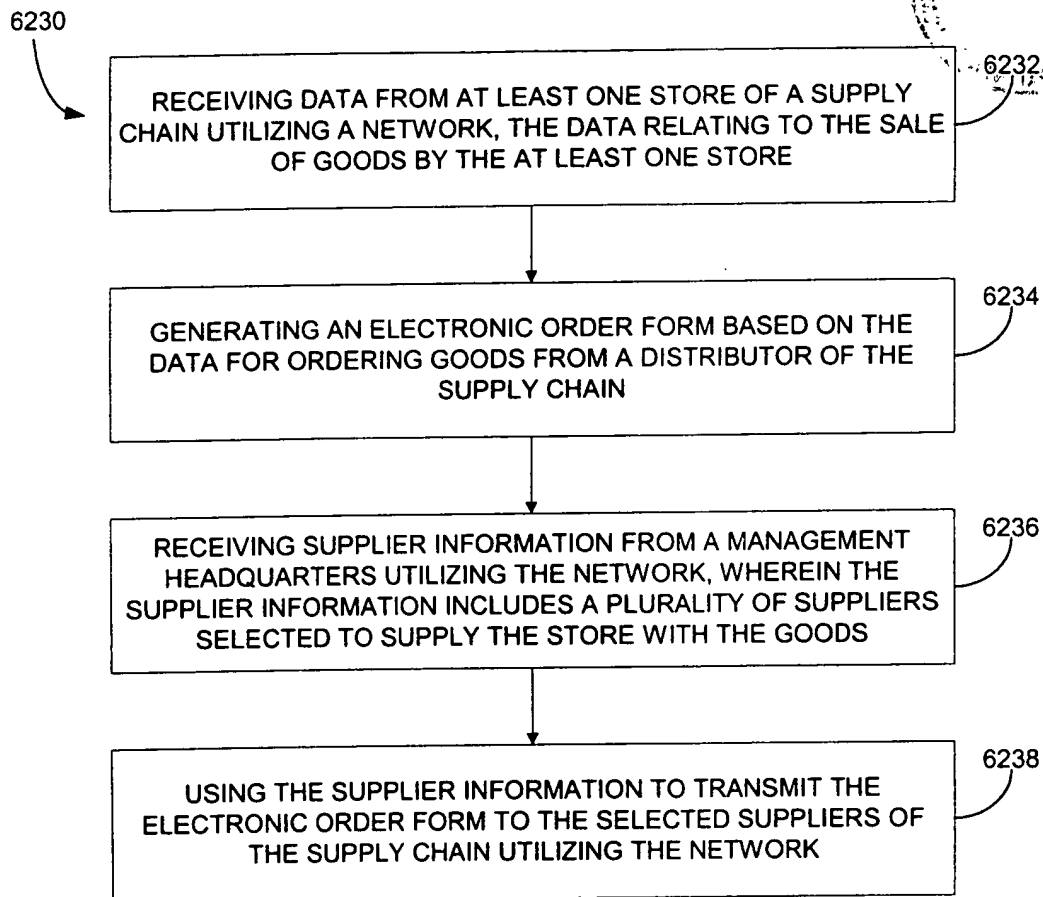


Fig. 61

098577-070601



**FIG. 62**

6300

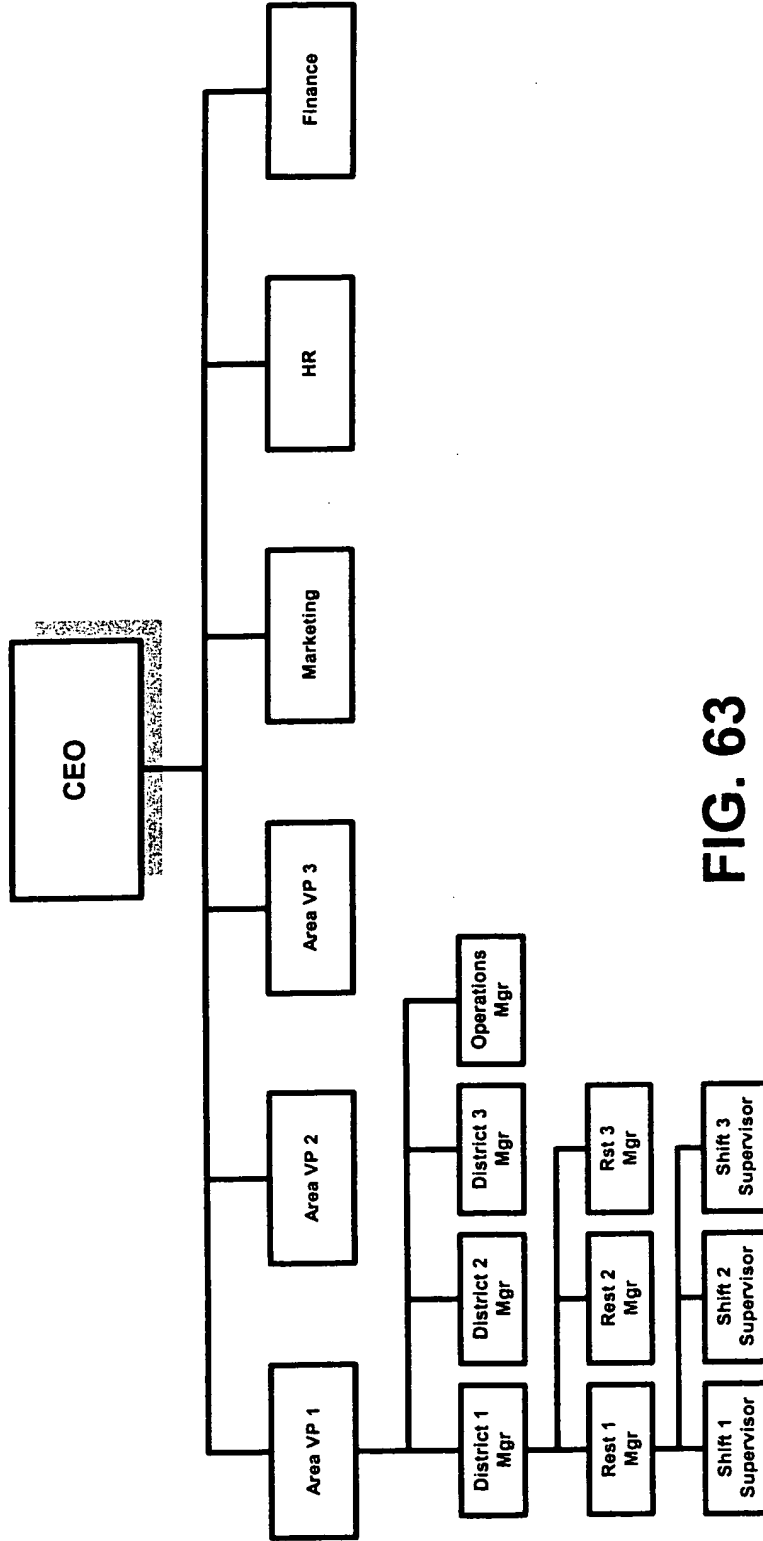
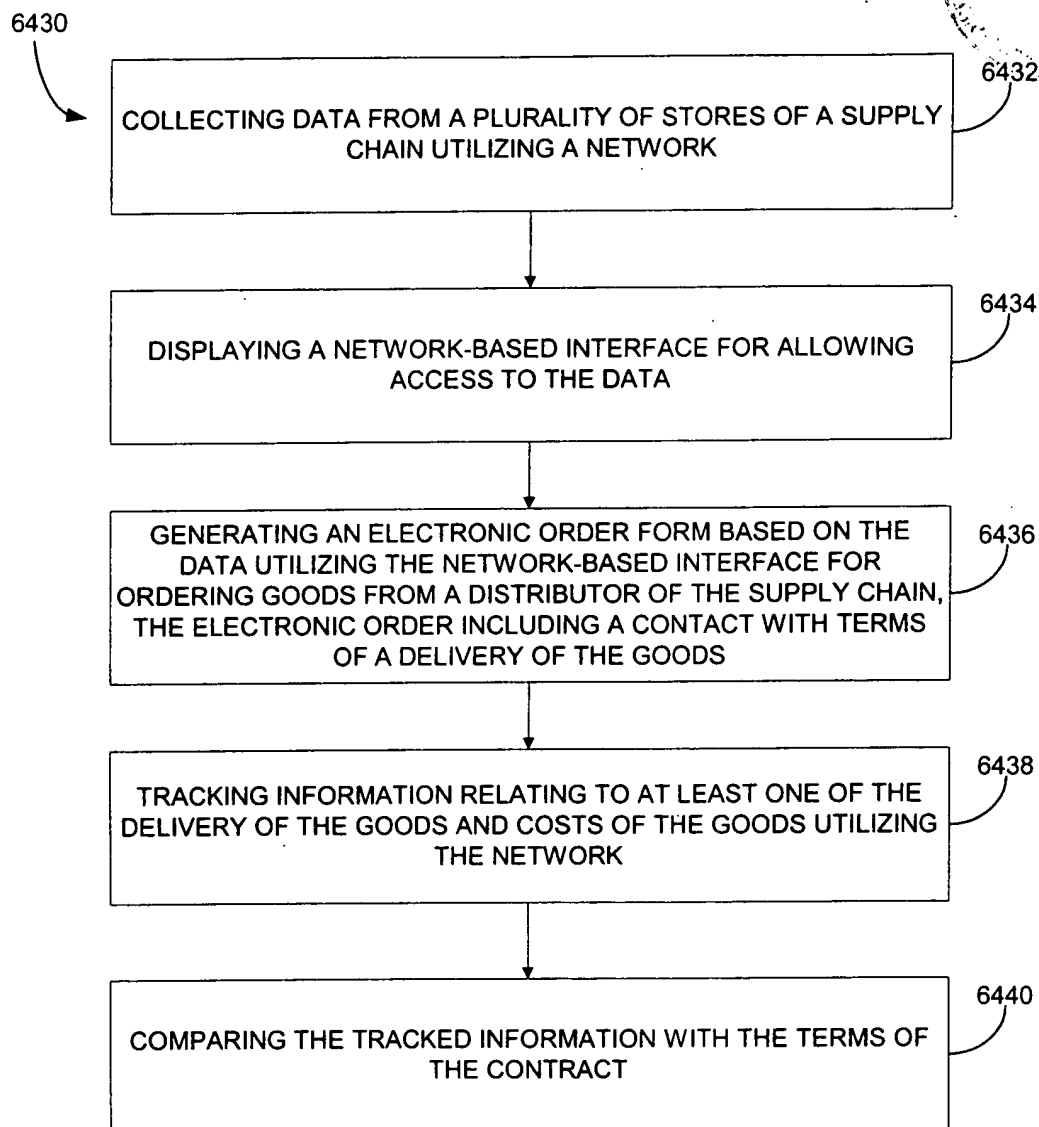
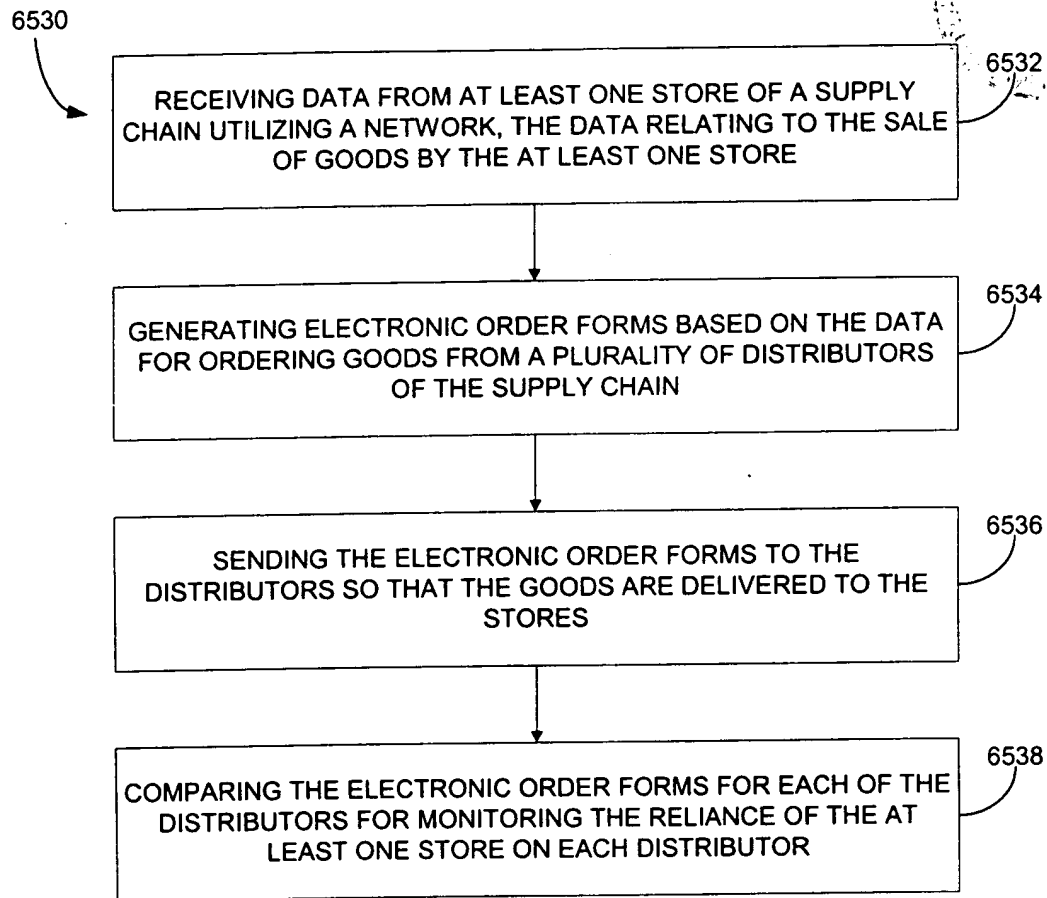


FIG. 63

0981577.070601

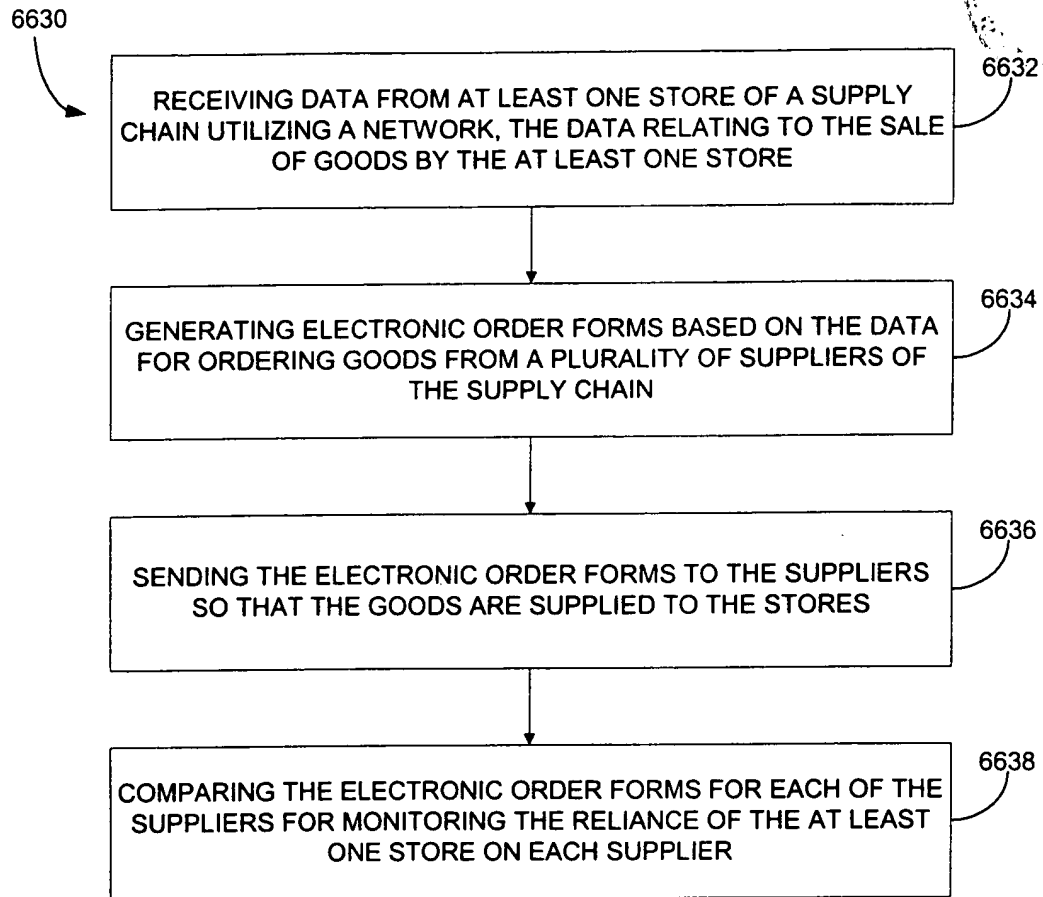


**FIG. 64**



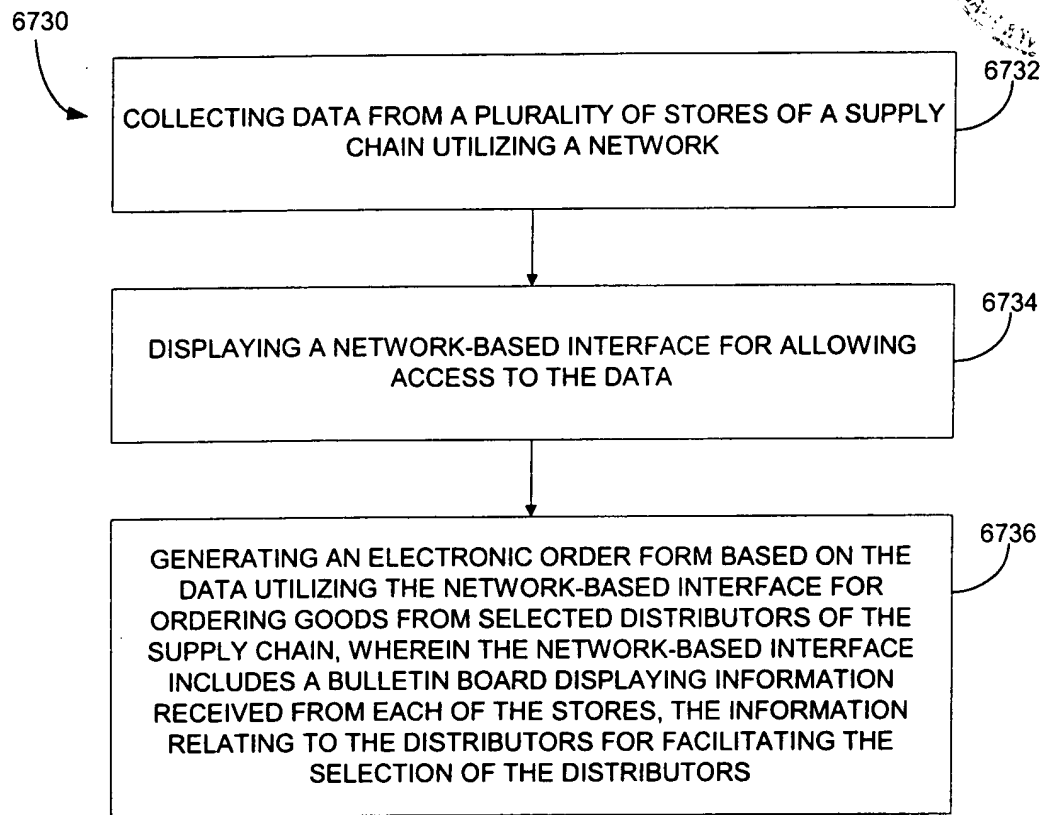
**FIG. 65**

0931577.00601



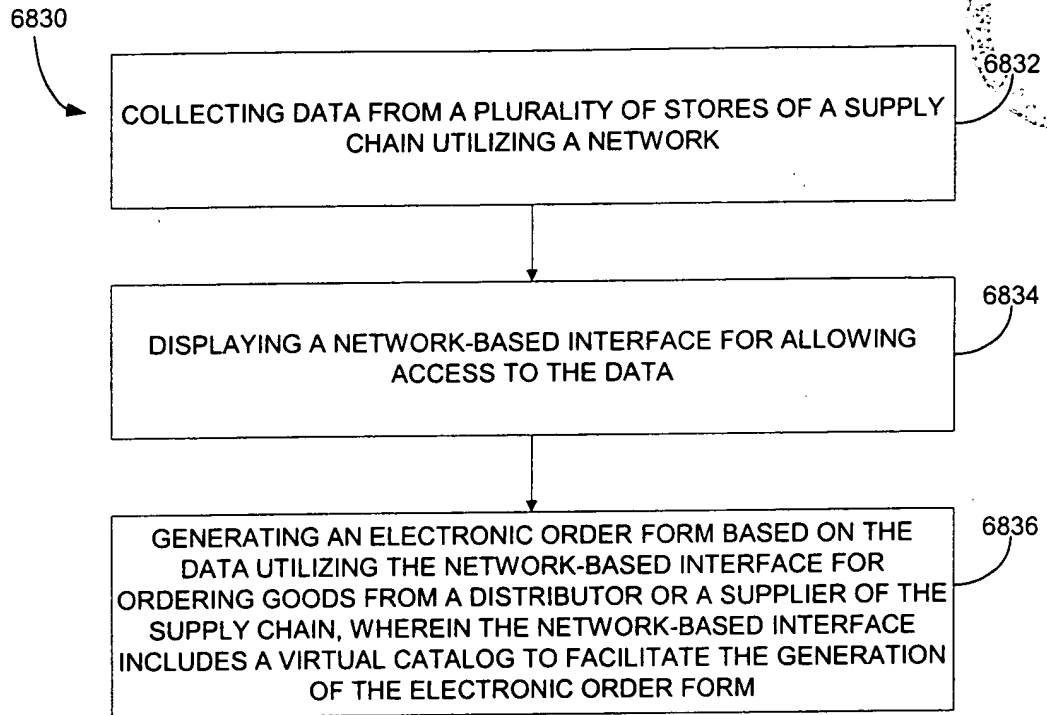
**FIG. 66**

09815777.070601



**FIG. 67**

093577 070601



**FIG. 68**



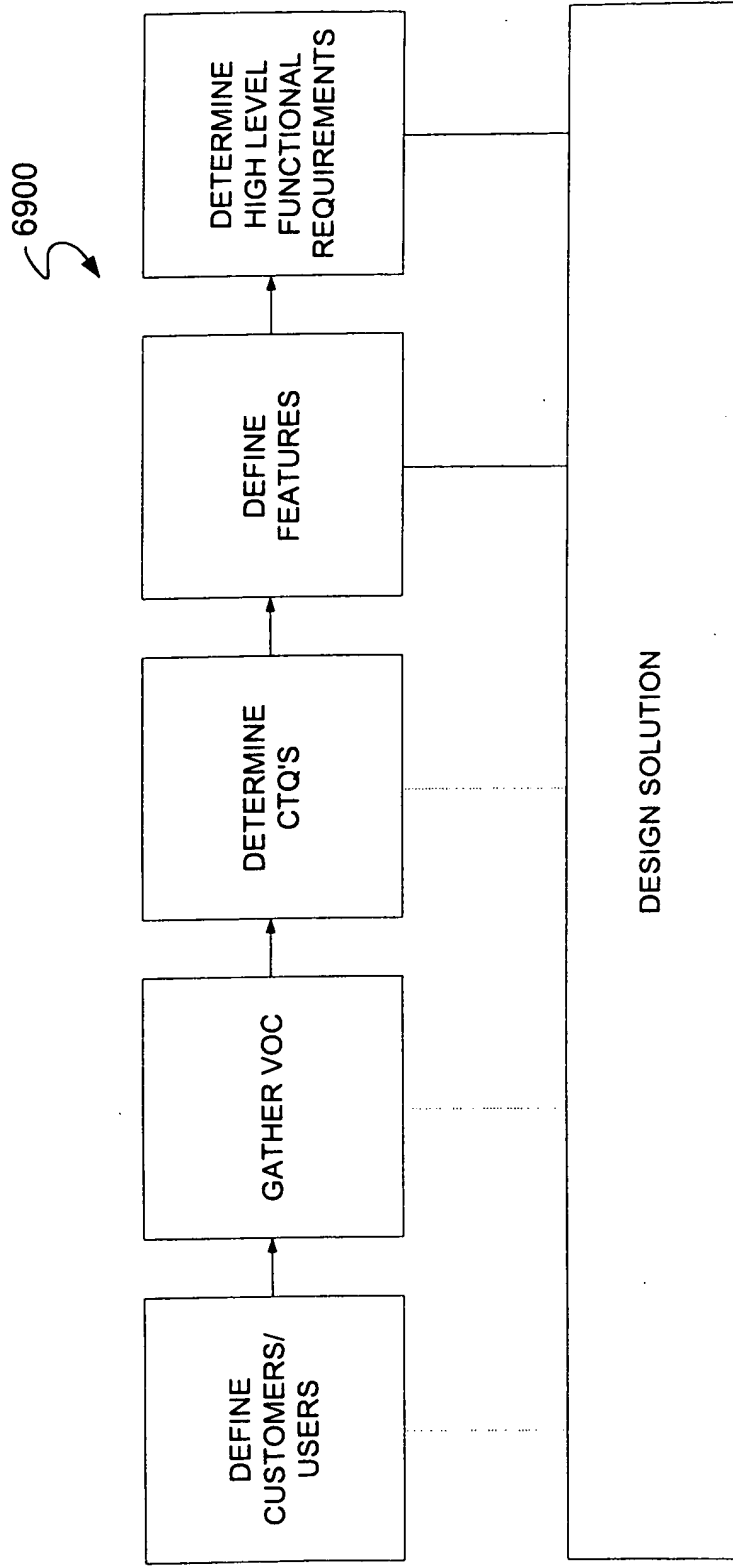
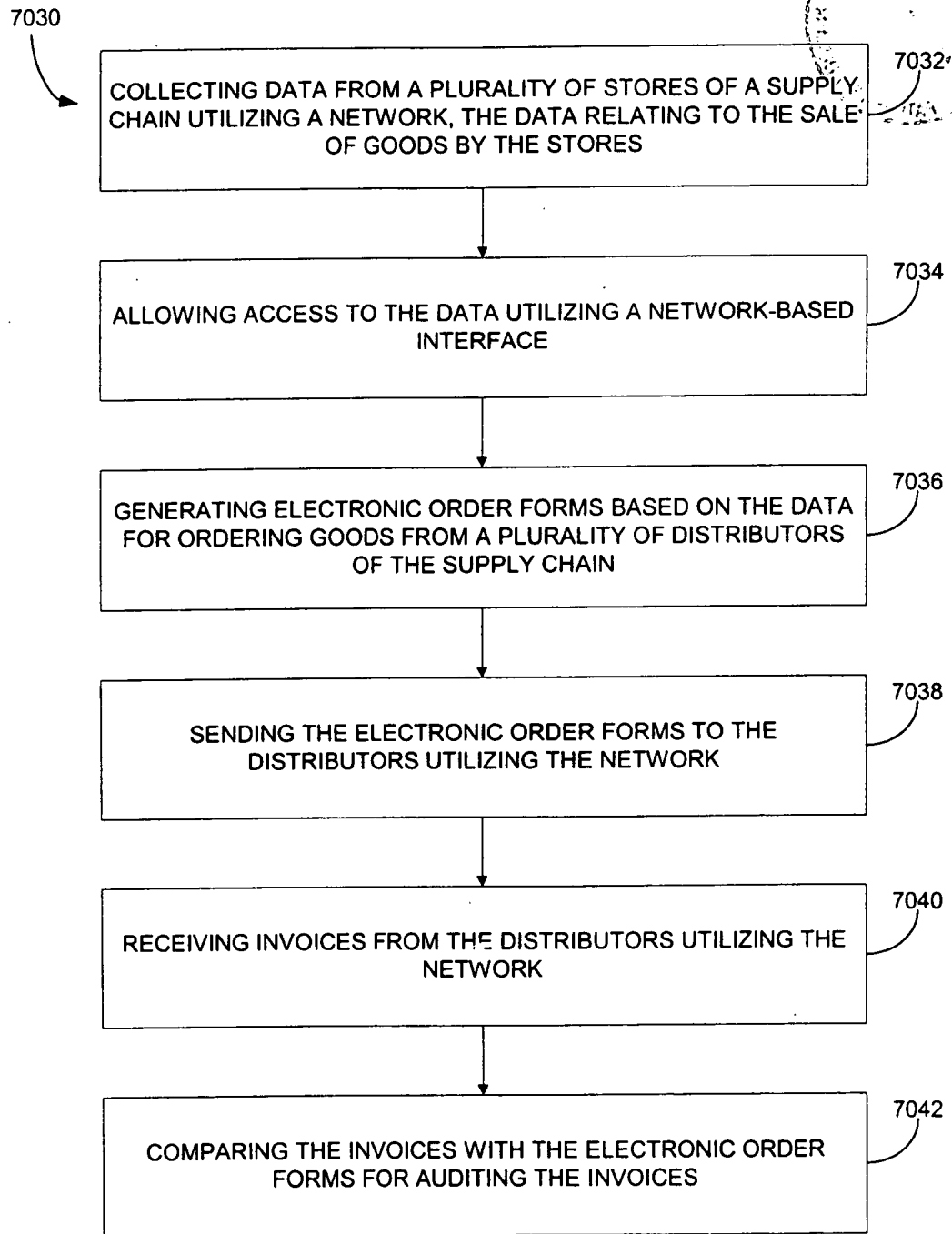


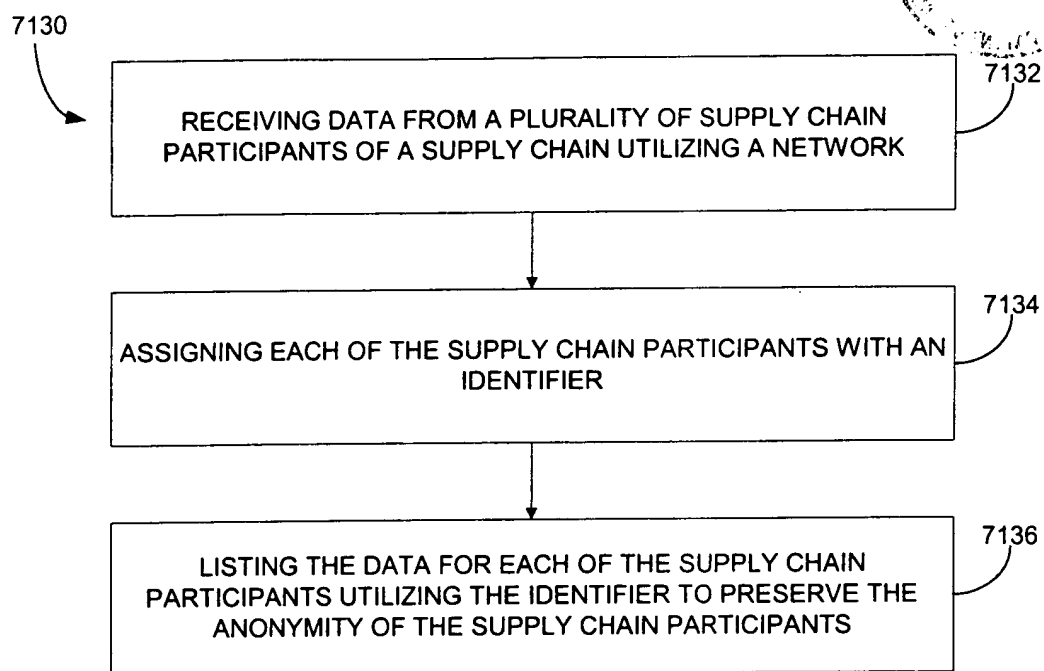
FIG. 69

09315770501



**FIG. 70**

0981577.070601



**FIG. 71**

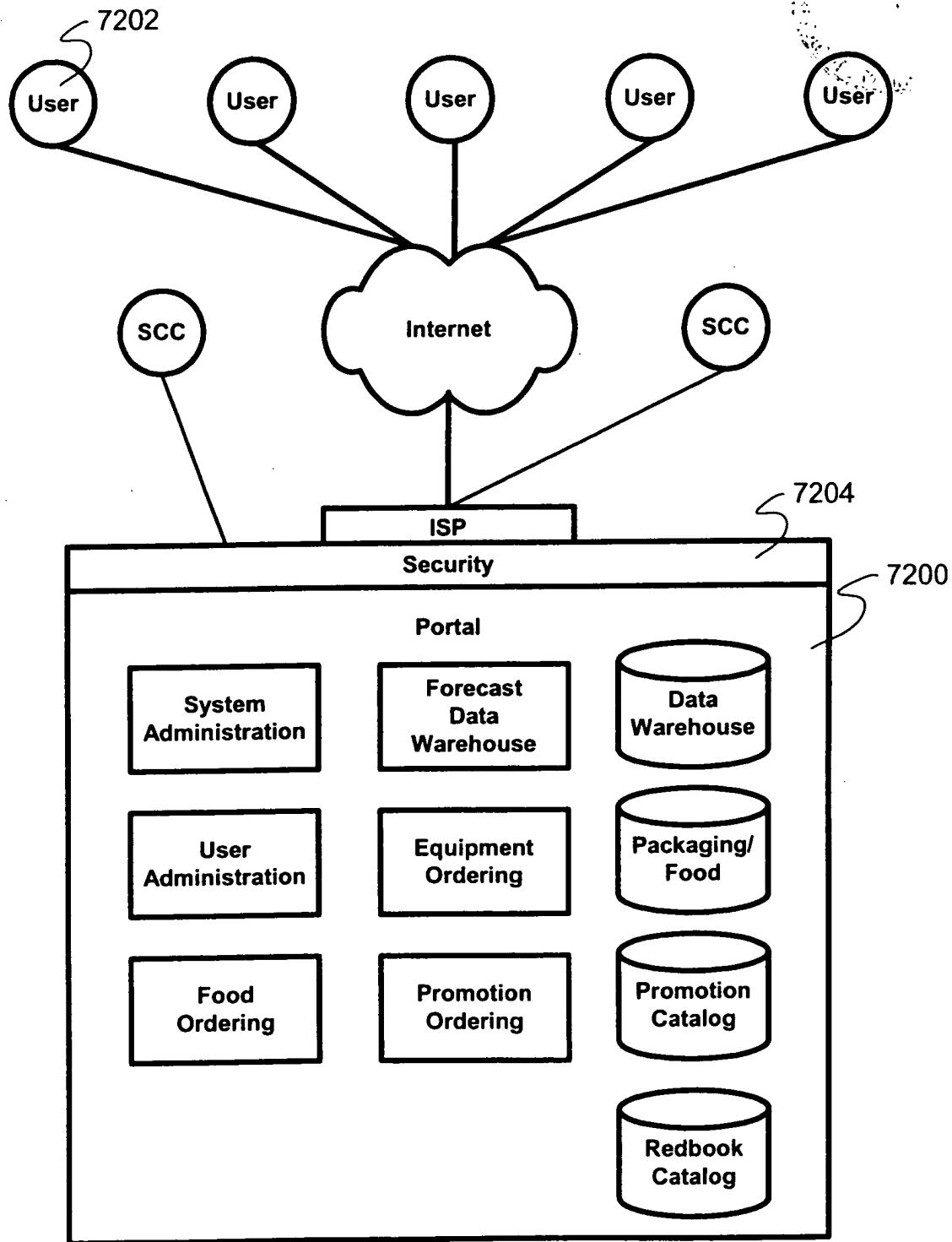


FIG. 72

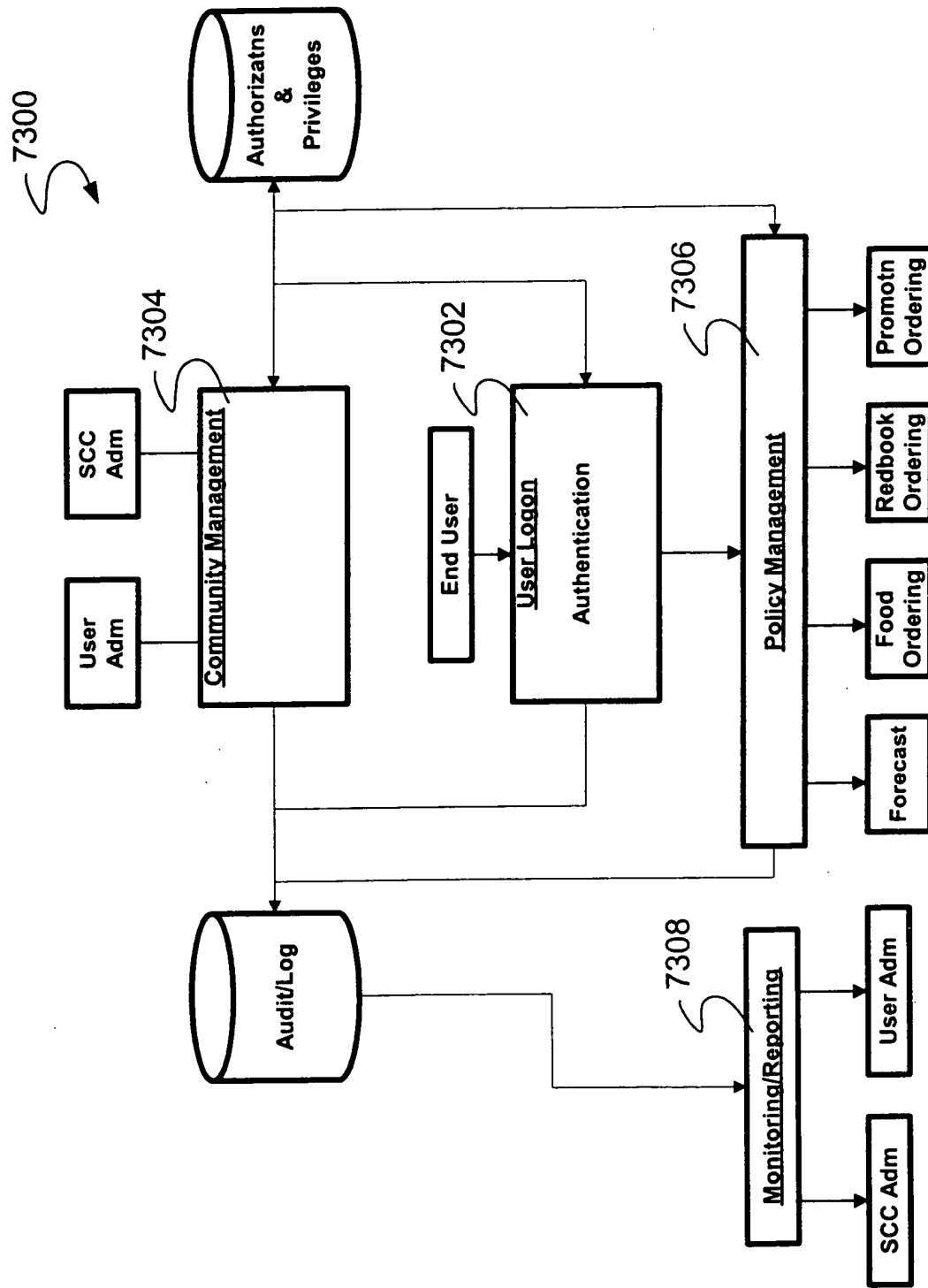


FIG. 73

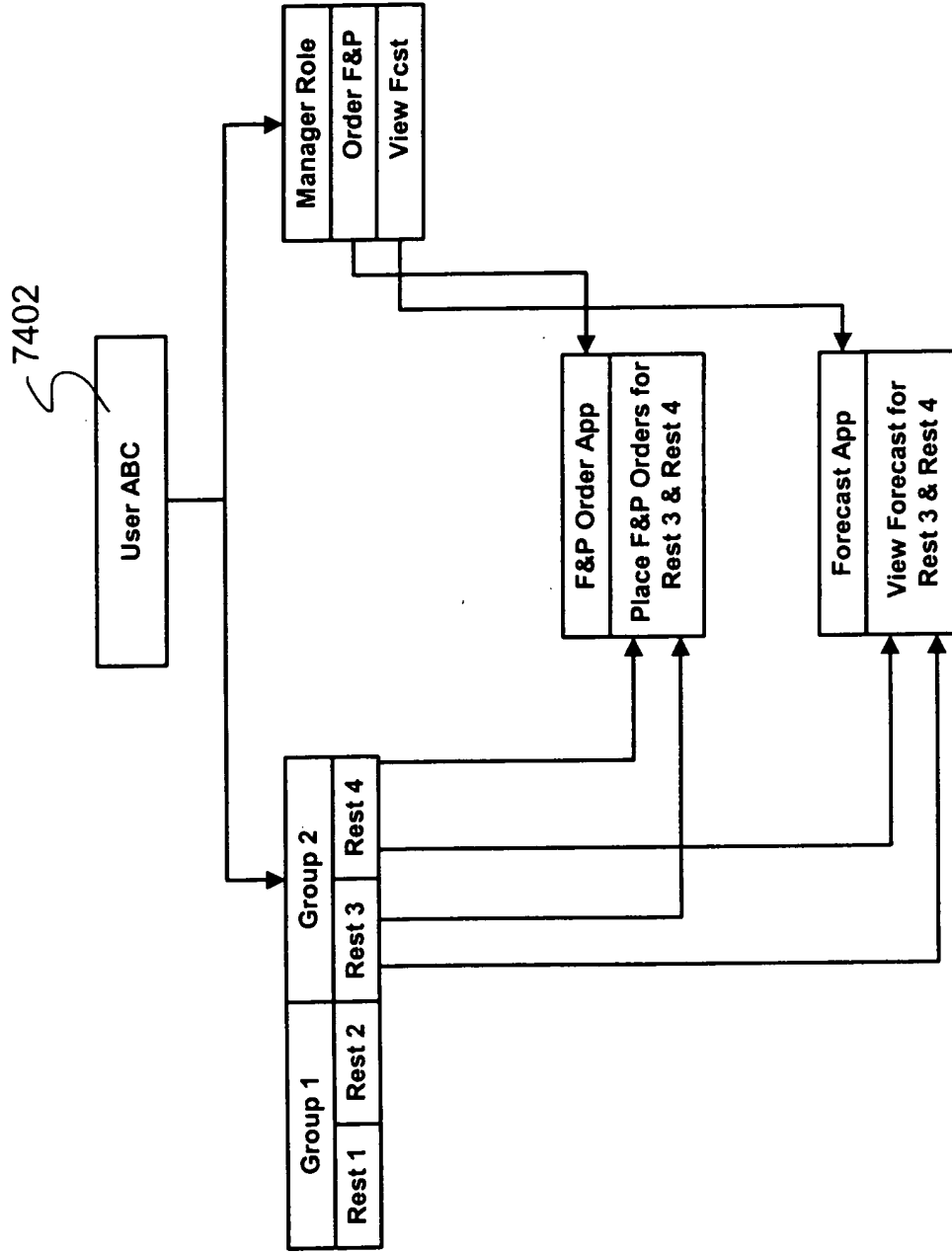


FIG. 74

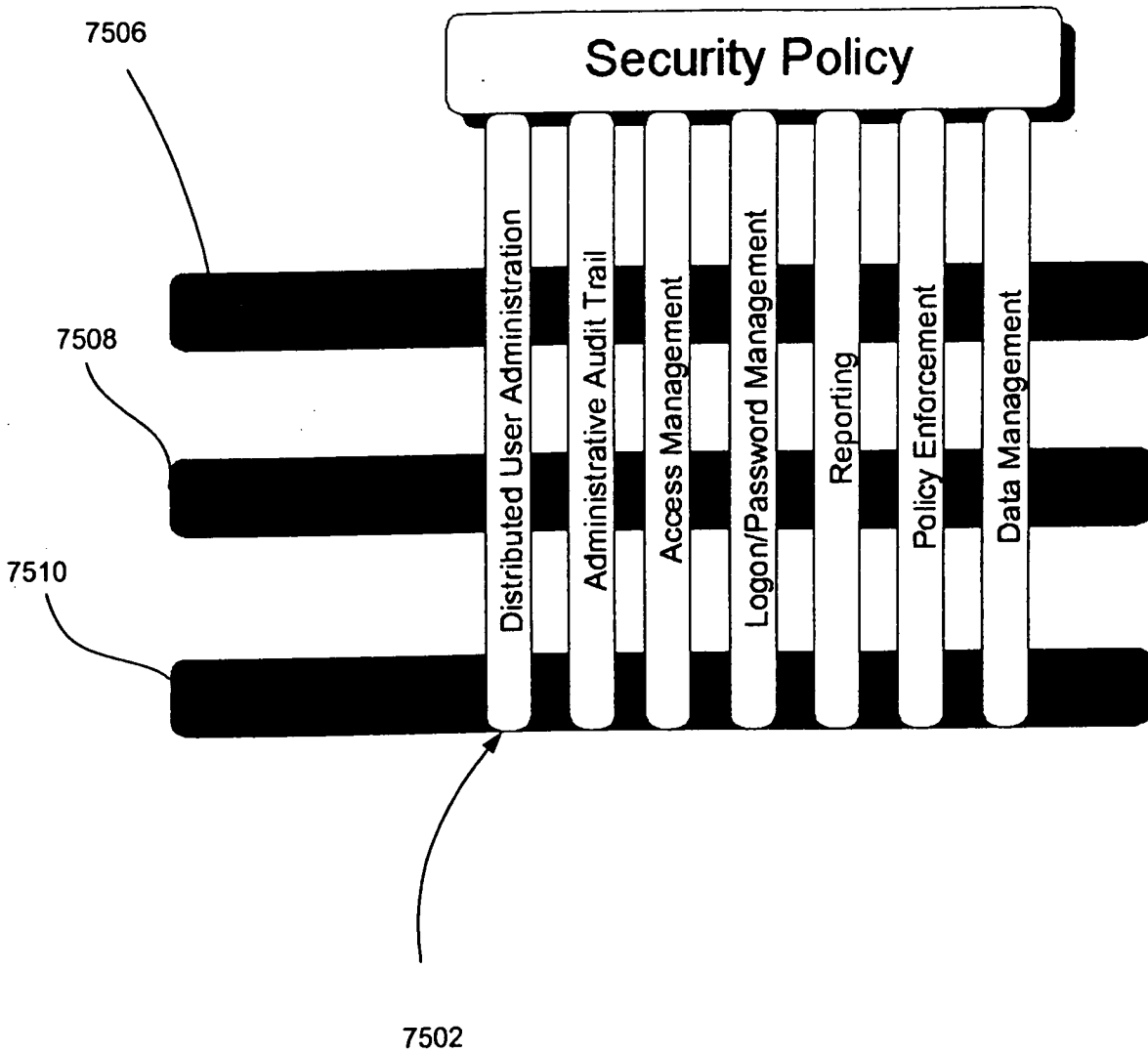
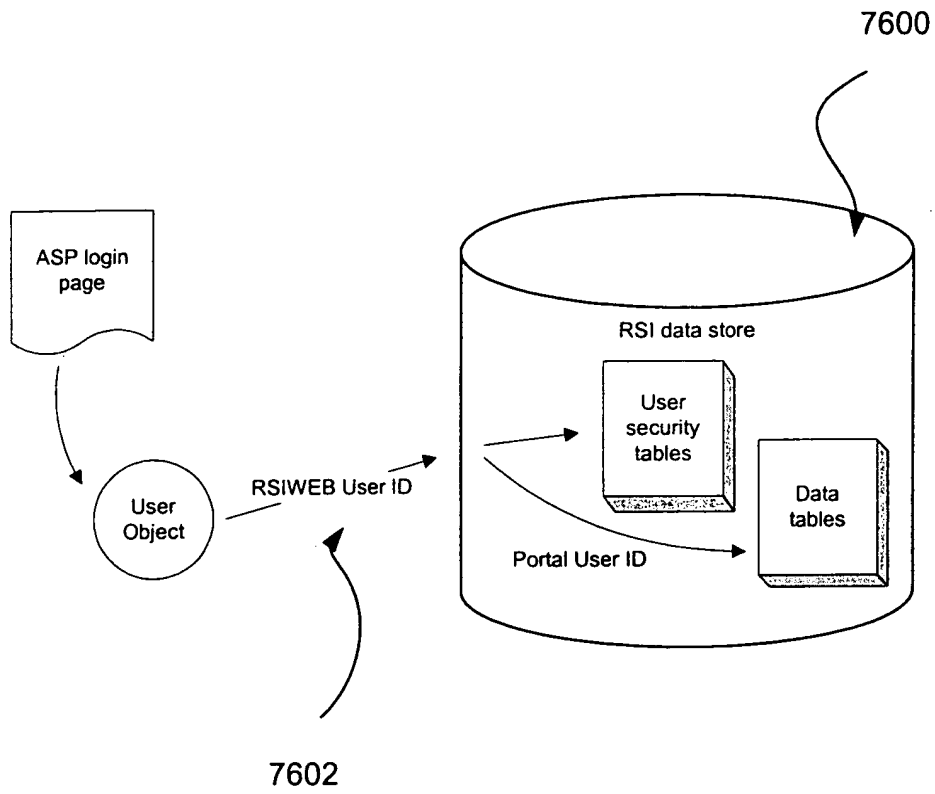


Fig. 75

0981577-070601



**Fig. 76**



0981577.0601

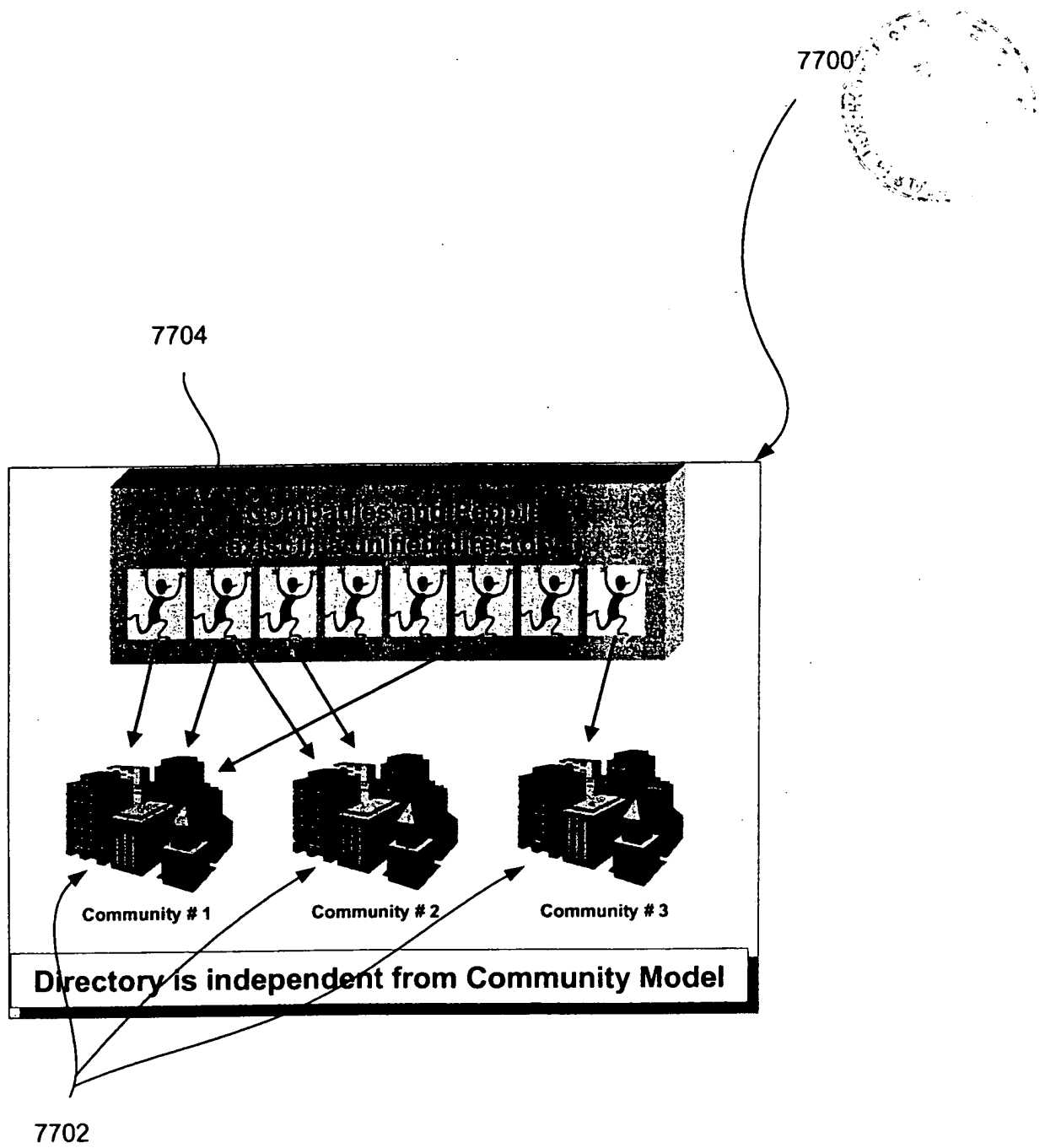


Fig. 77

7800

7802

7804

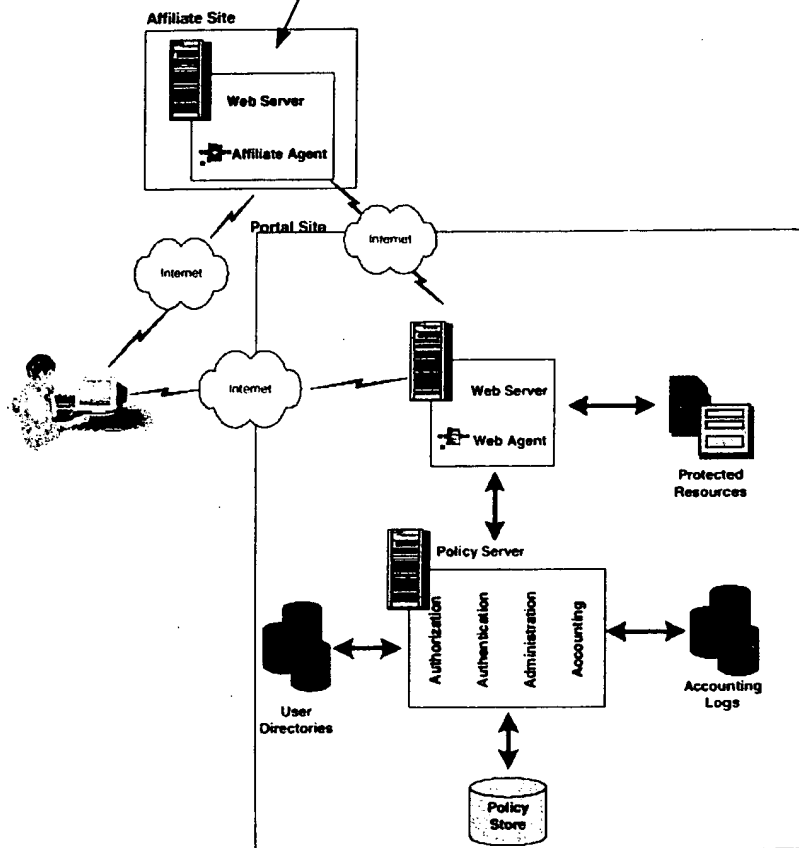


Fig. 78

7900

7902

# Policy-Based Web Security Model

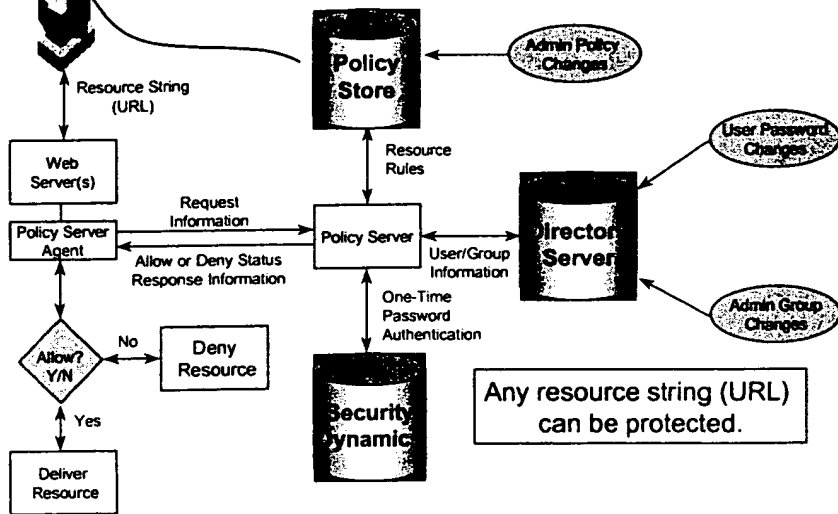
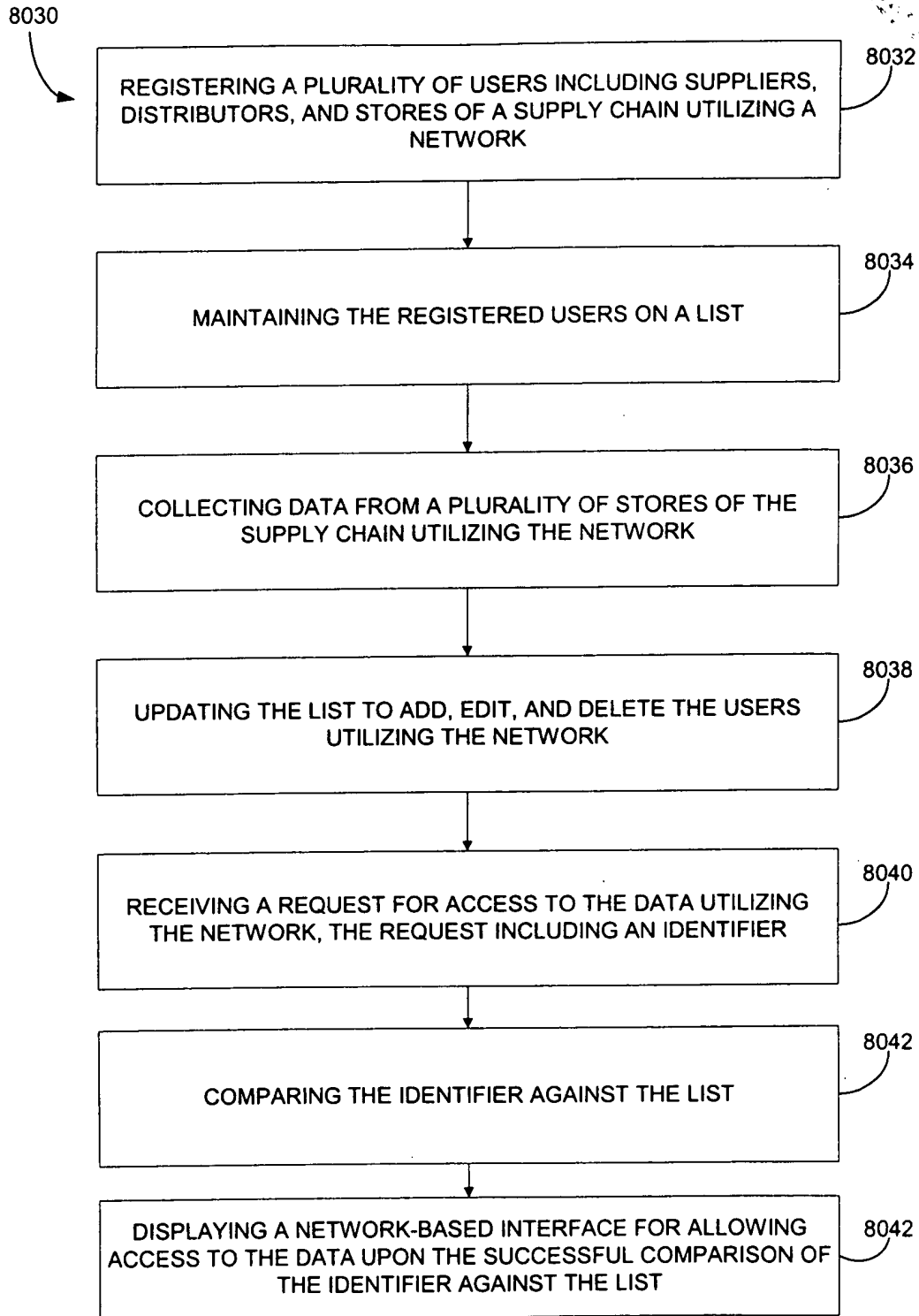


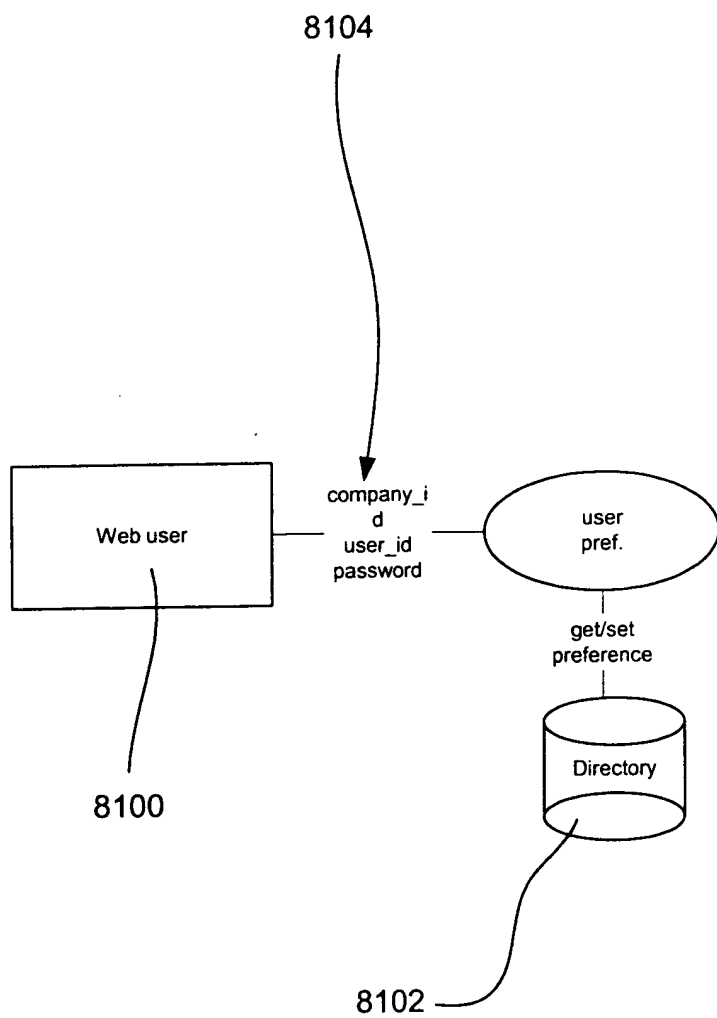
Fig. 79

0981577-070601



**FIG. 80**

0961577.070601



**Fig. 81**

8200

8202

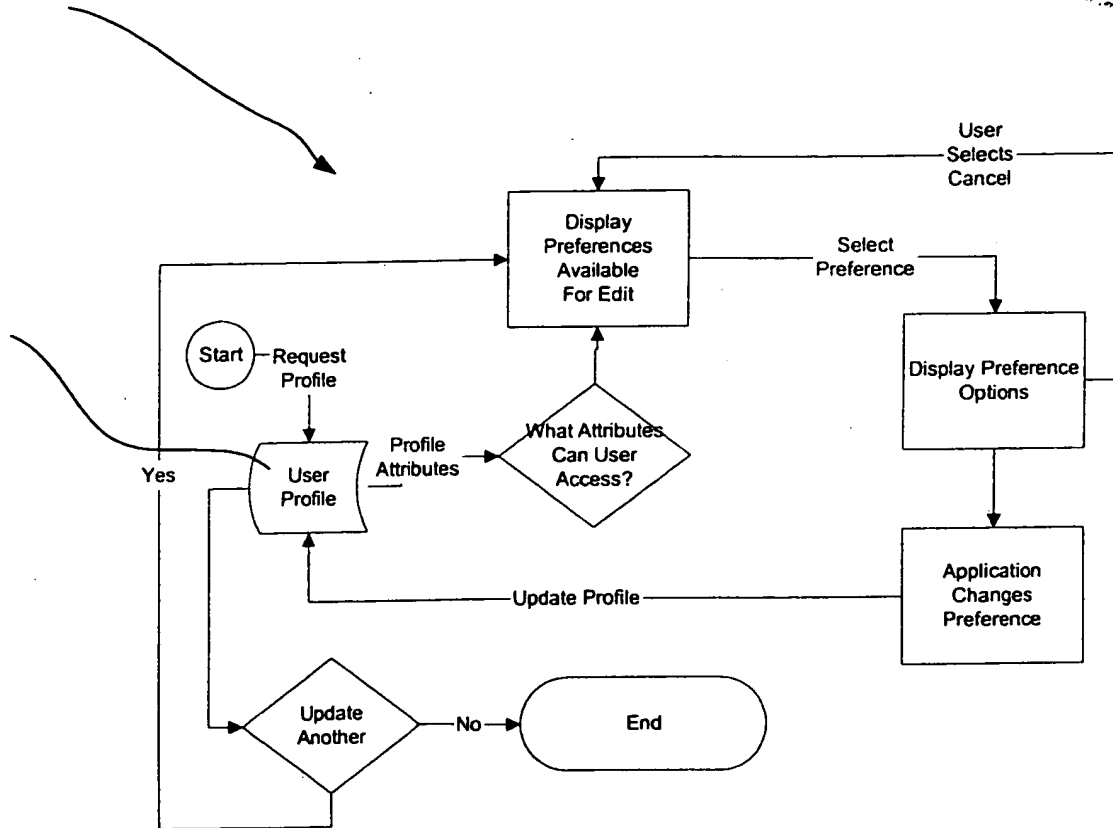
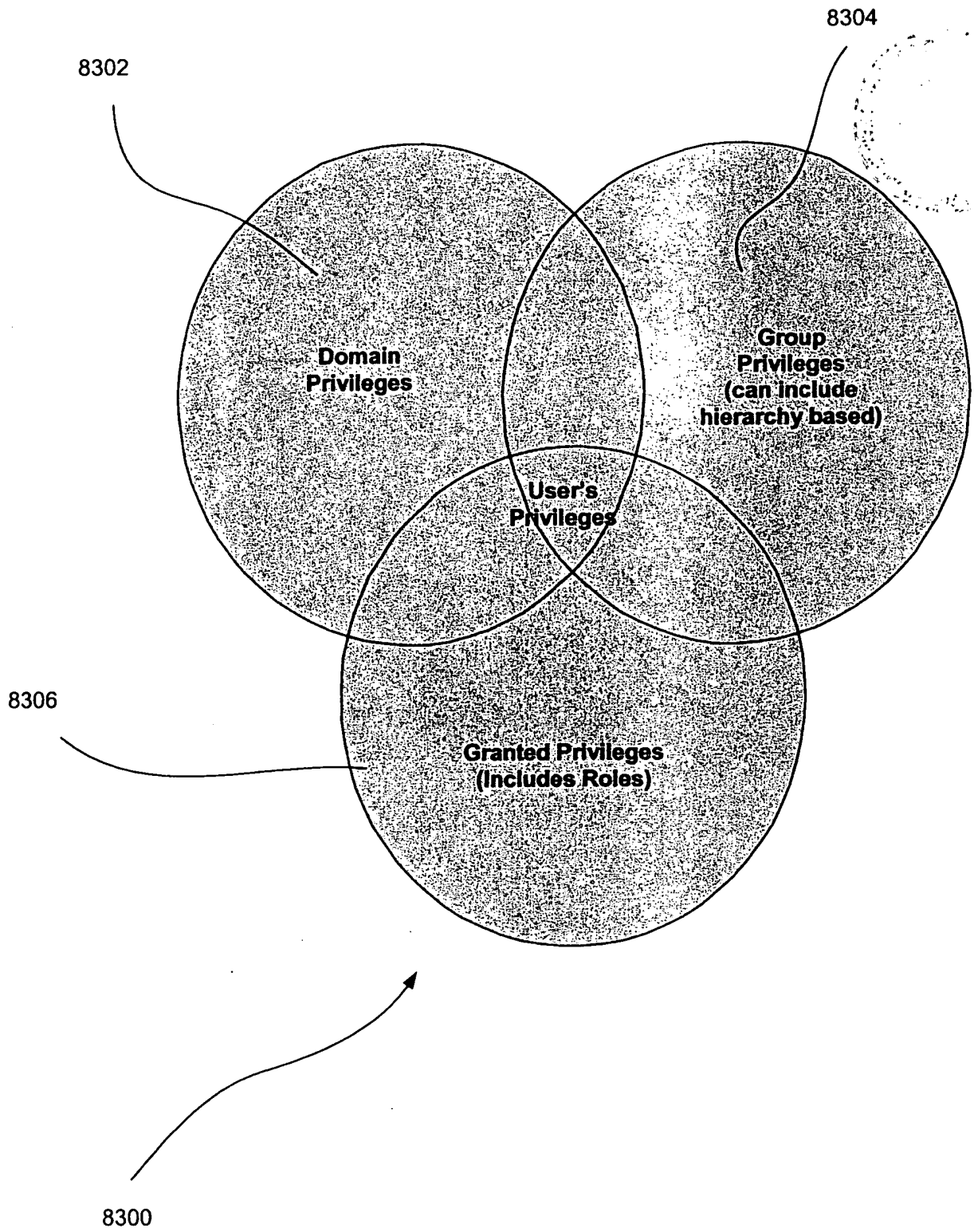


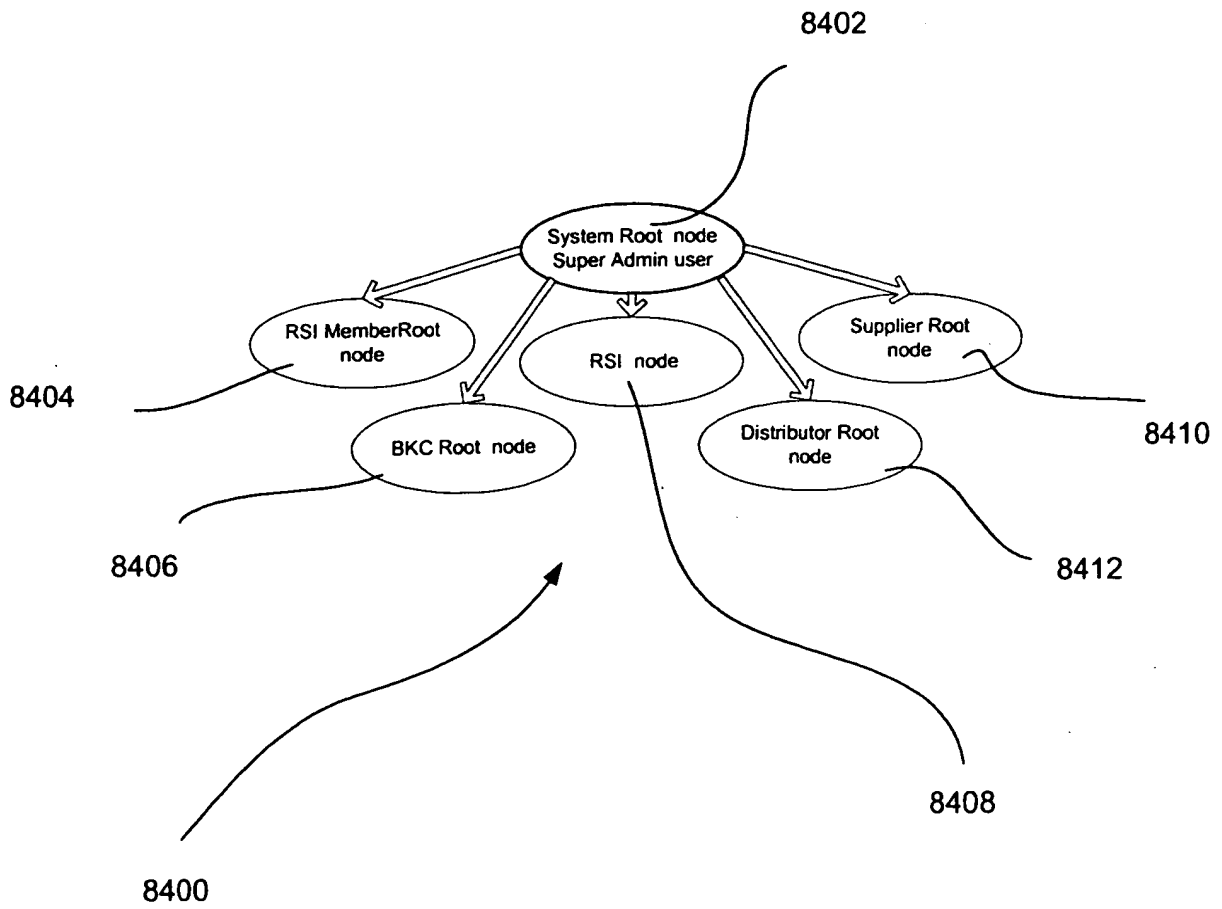
Fig. 82

109070" / 51860



**Fig. 83**

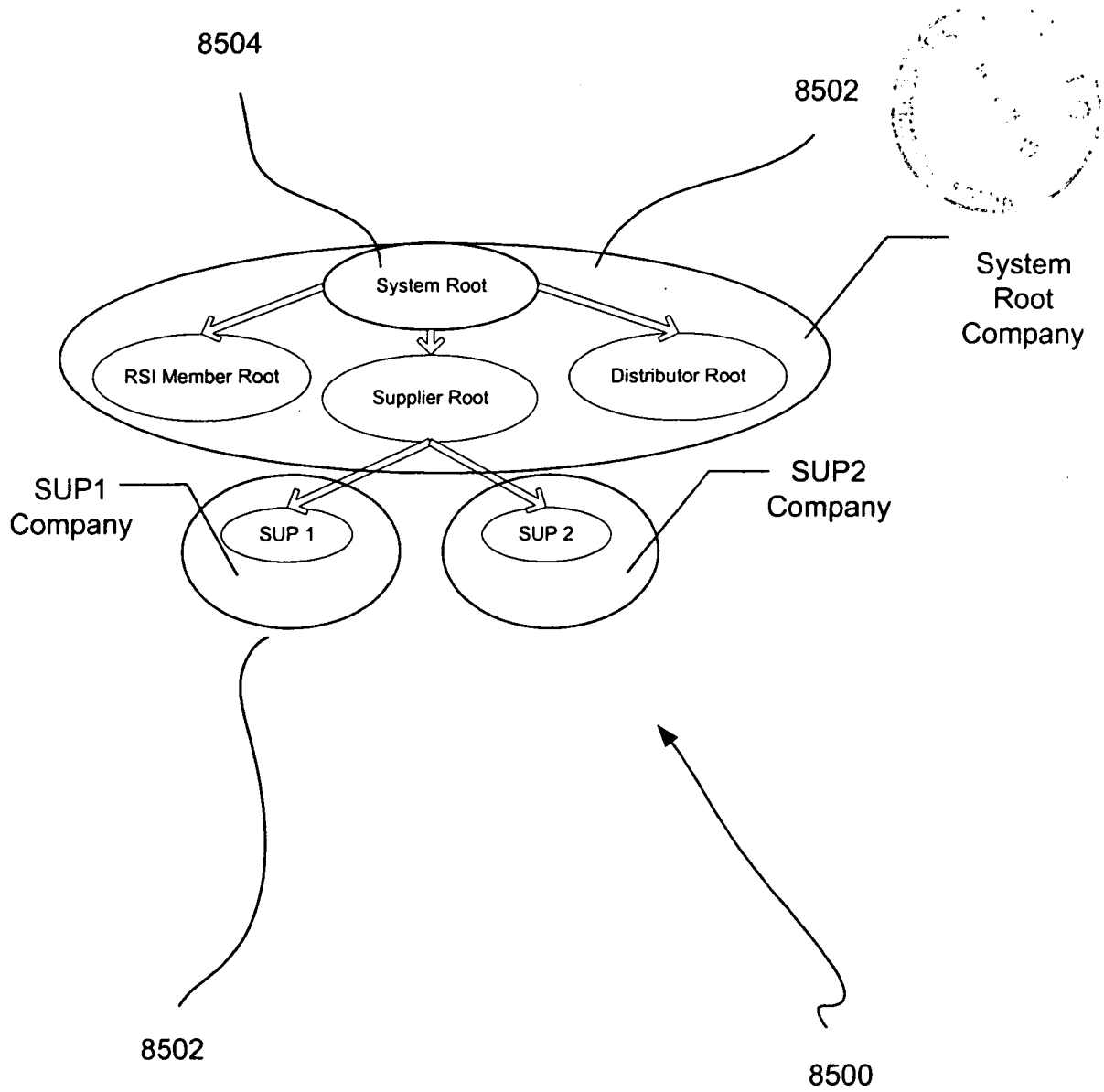
0981577-070601



**Fig. 84**



0981577.070601



**Fig. 85**

8600

8602

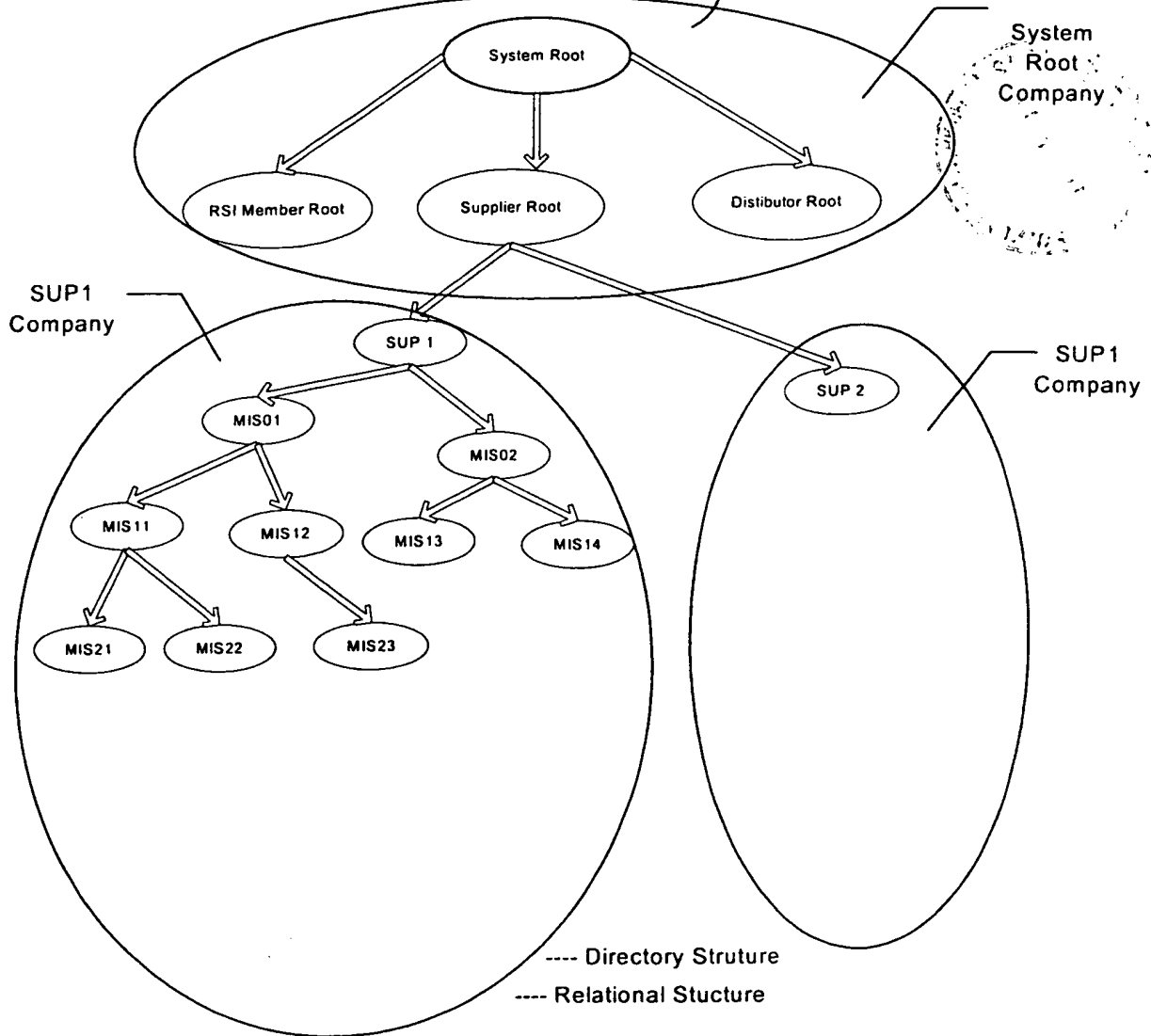


Fig. 86

8700

## Group Hierarchy Management: Data Flow

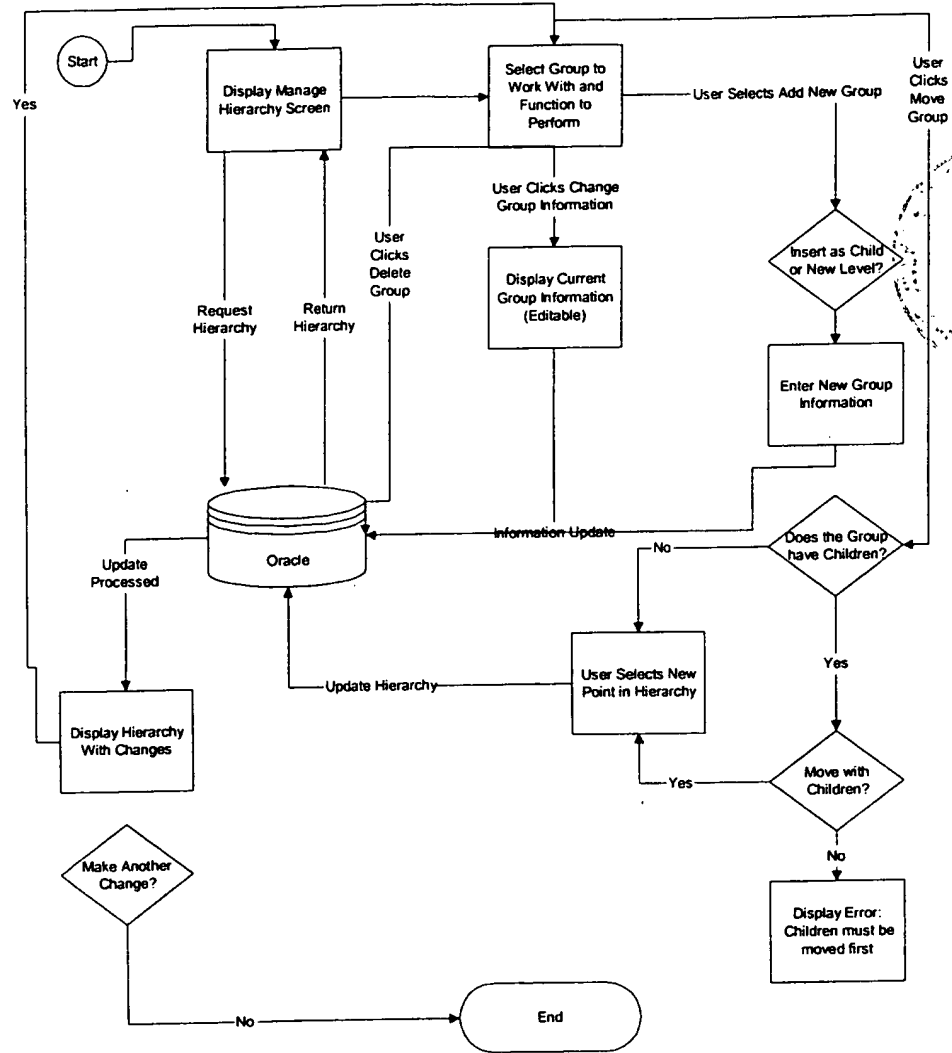


Fig. 87

0981577.0501  
T09070"775T860

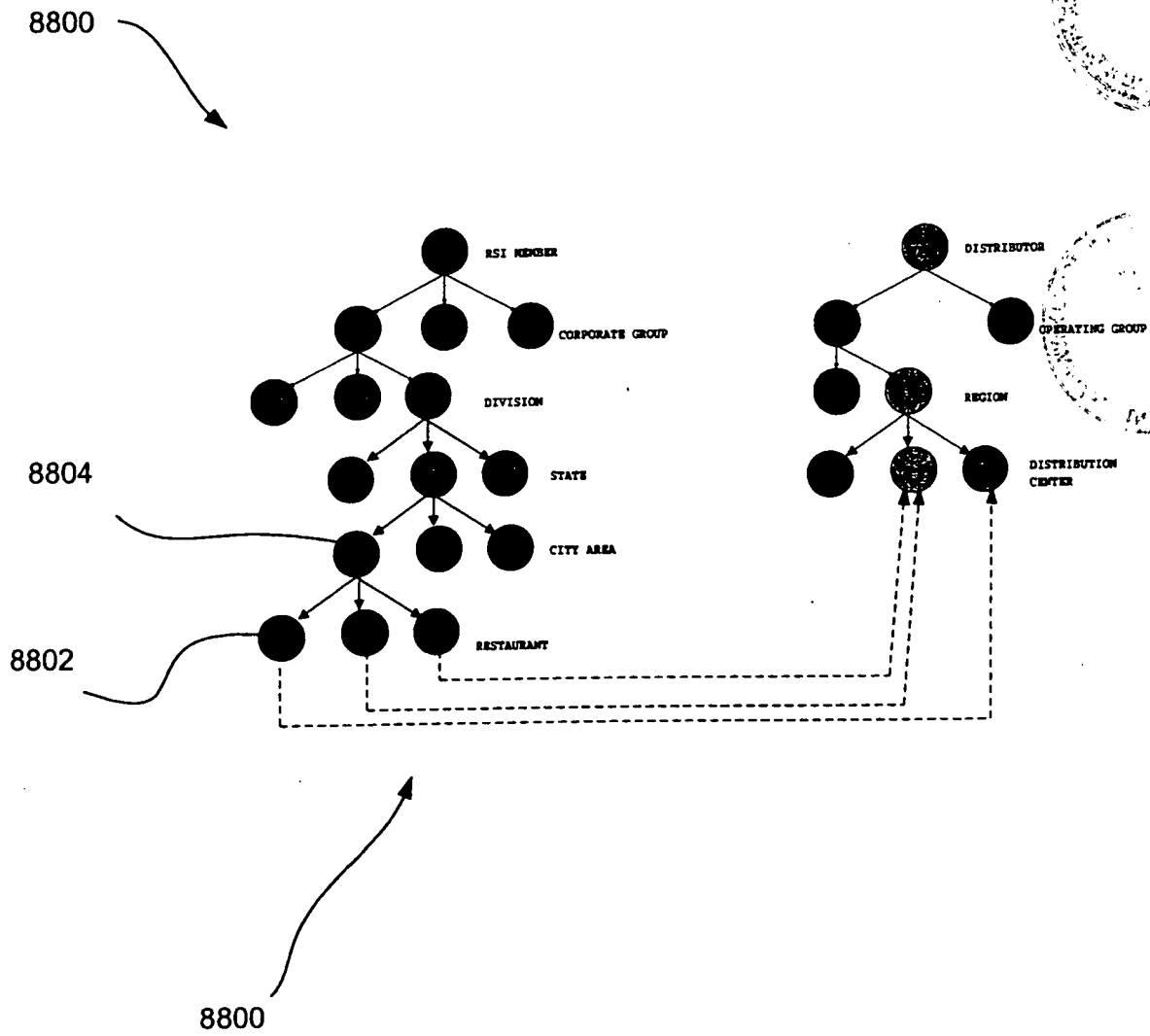
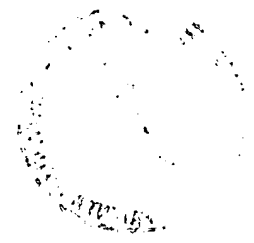


Fig. 88

8902



0981577.0001  
"090909"

1400

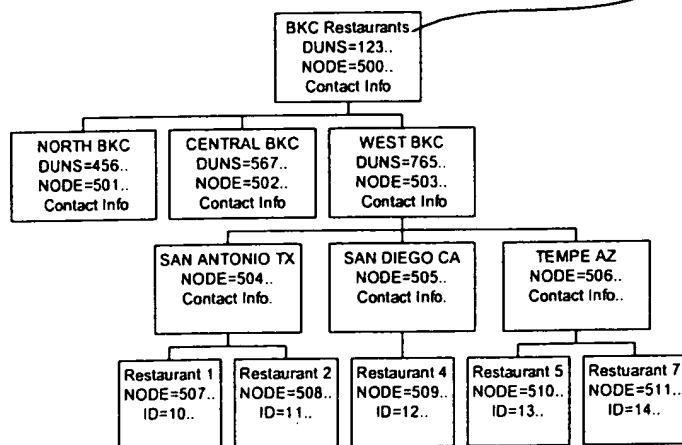
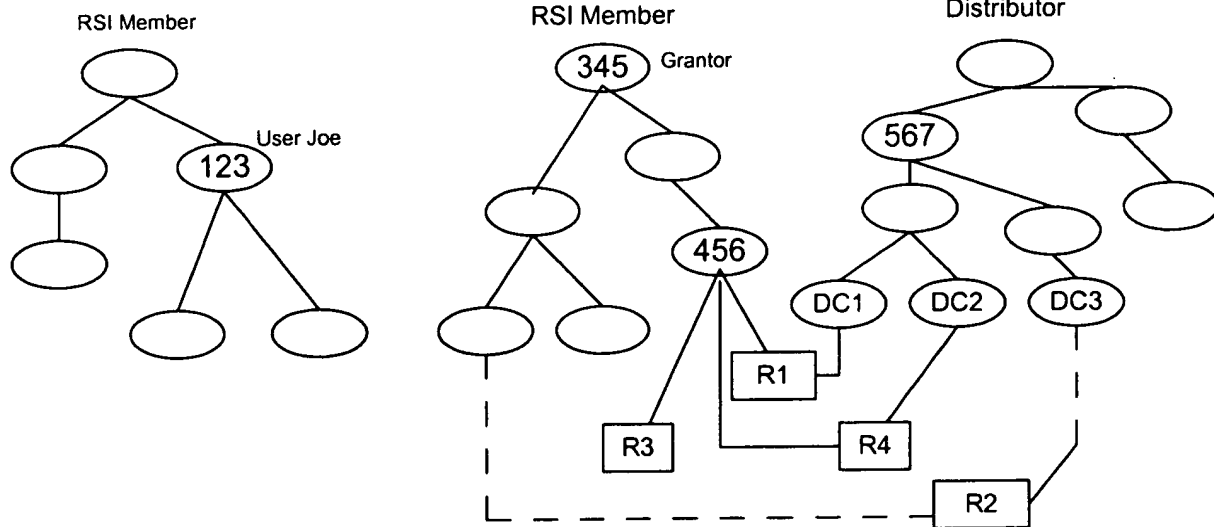


Fig. 89

9000



9100

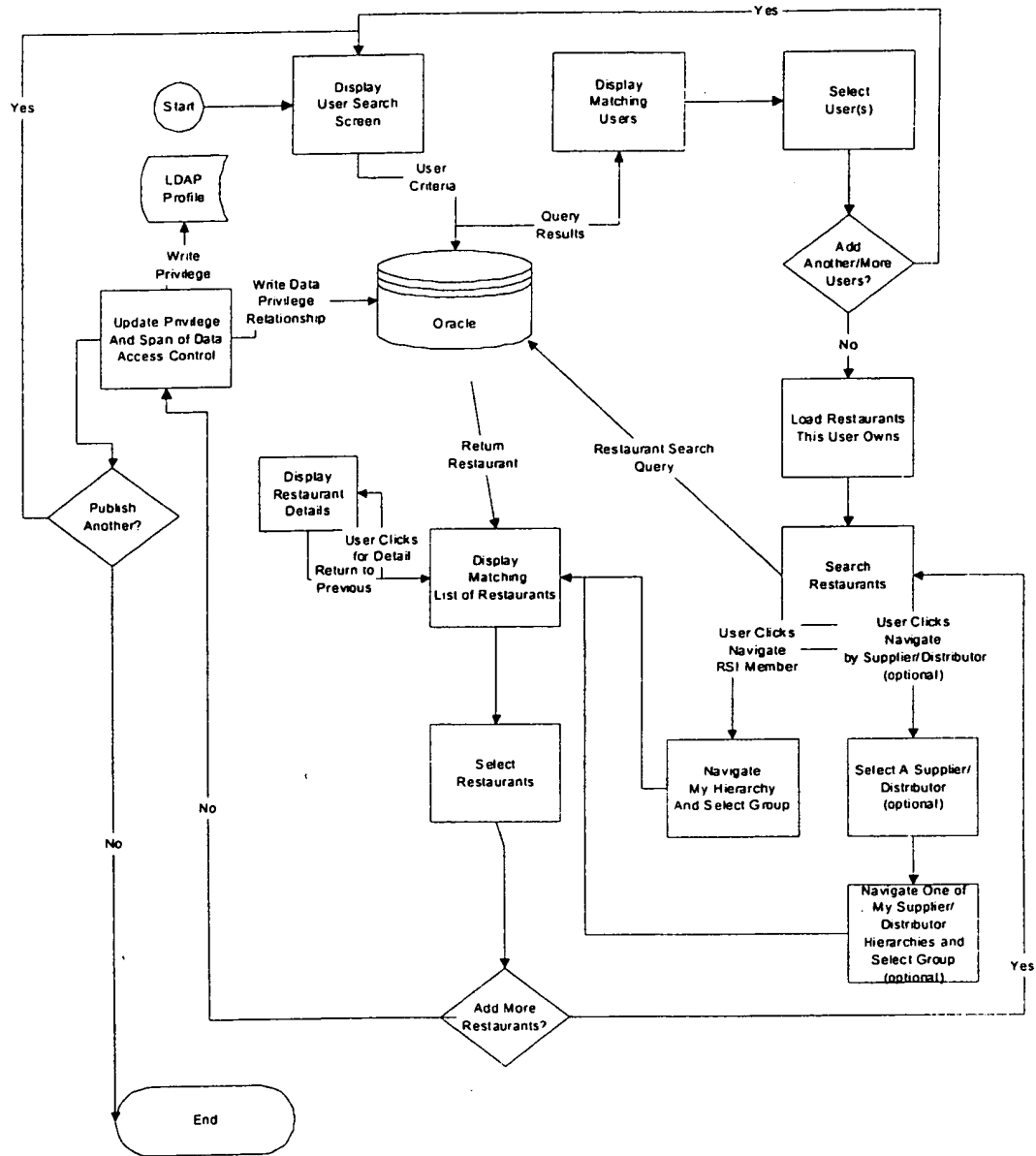
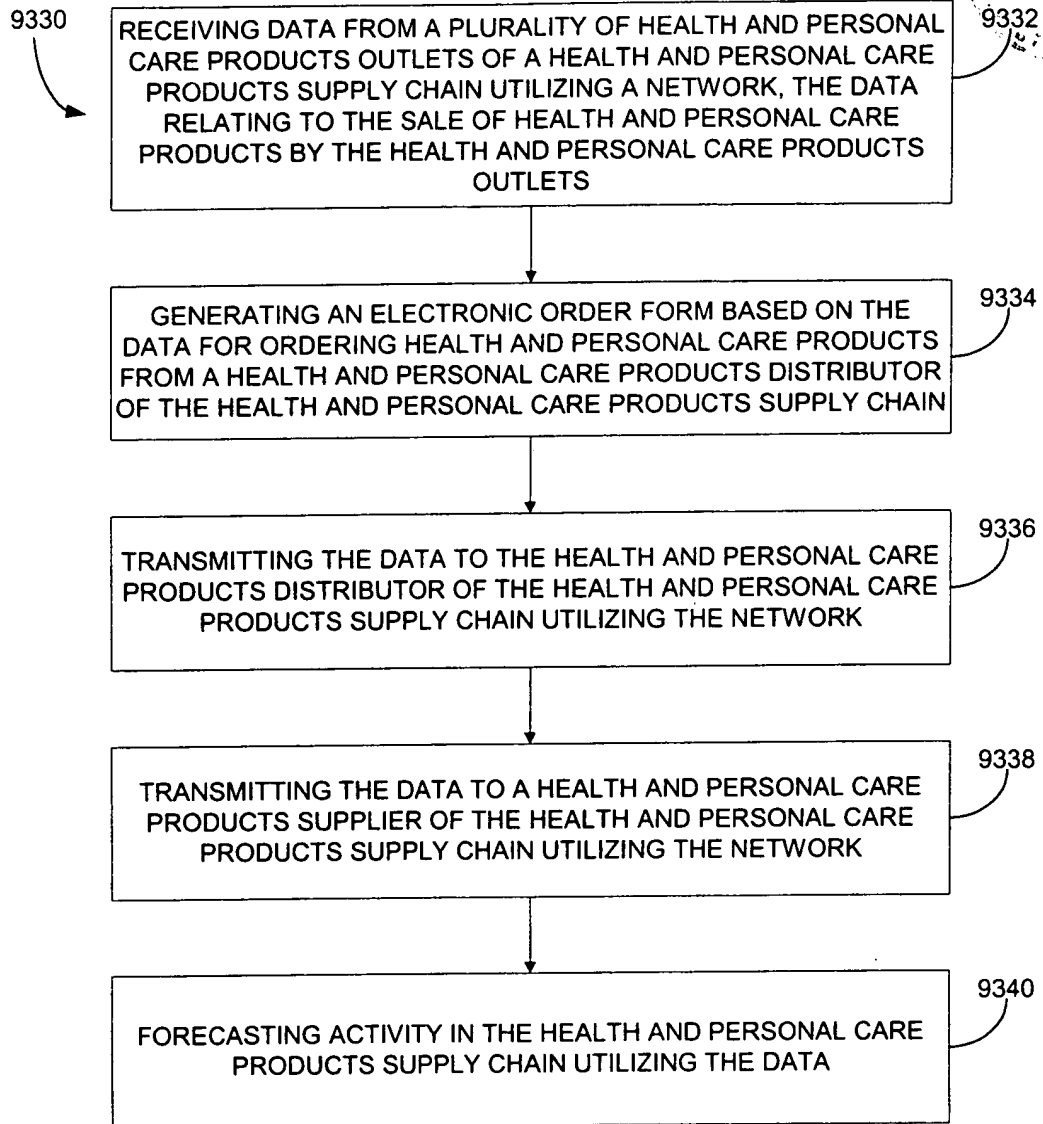


Fig. 91

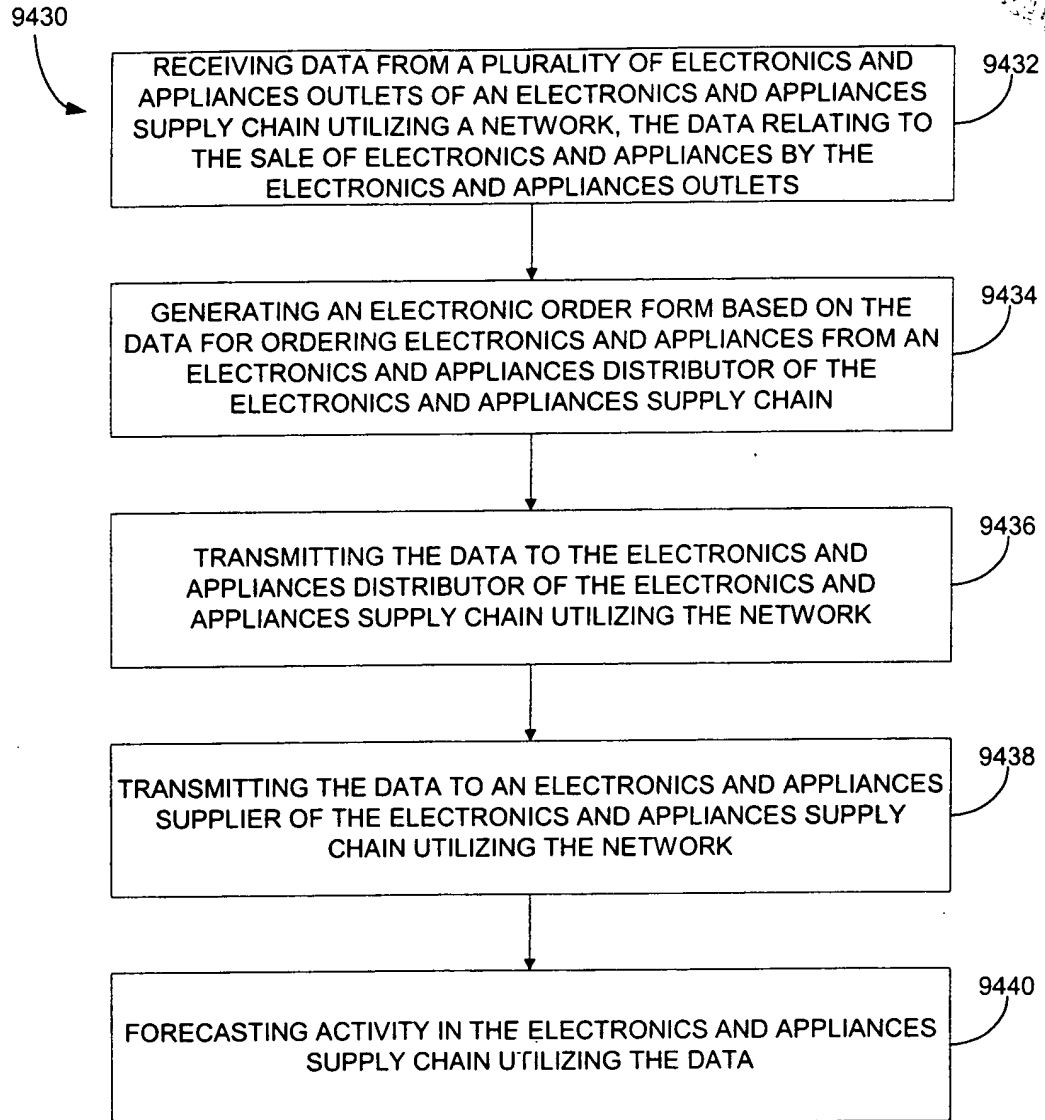






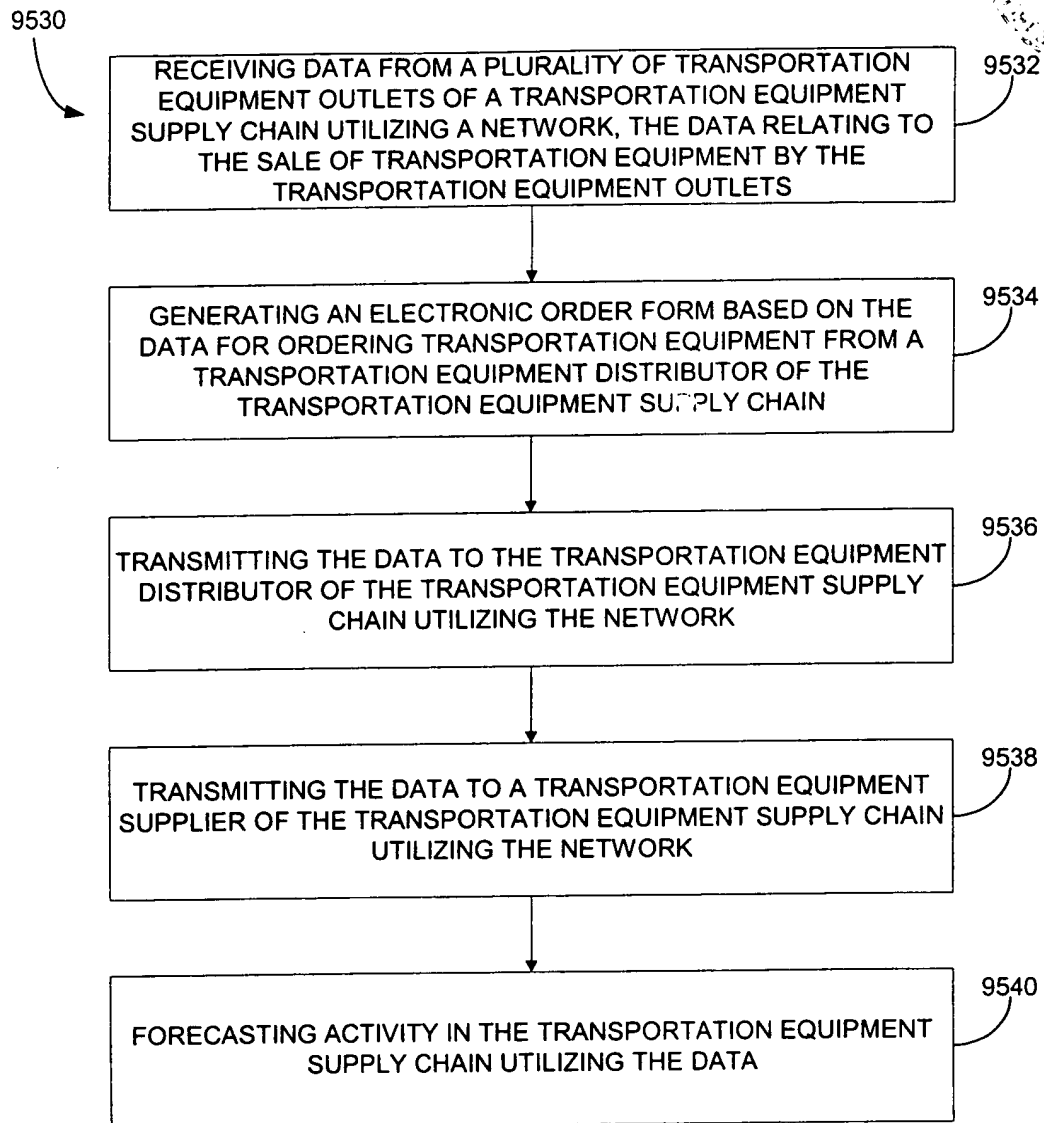
**FIG. 93**

109070" / 57501



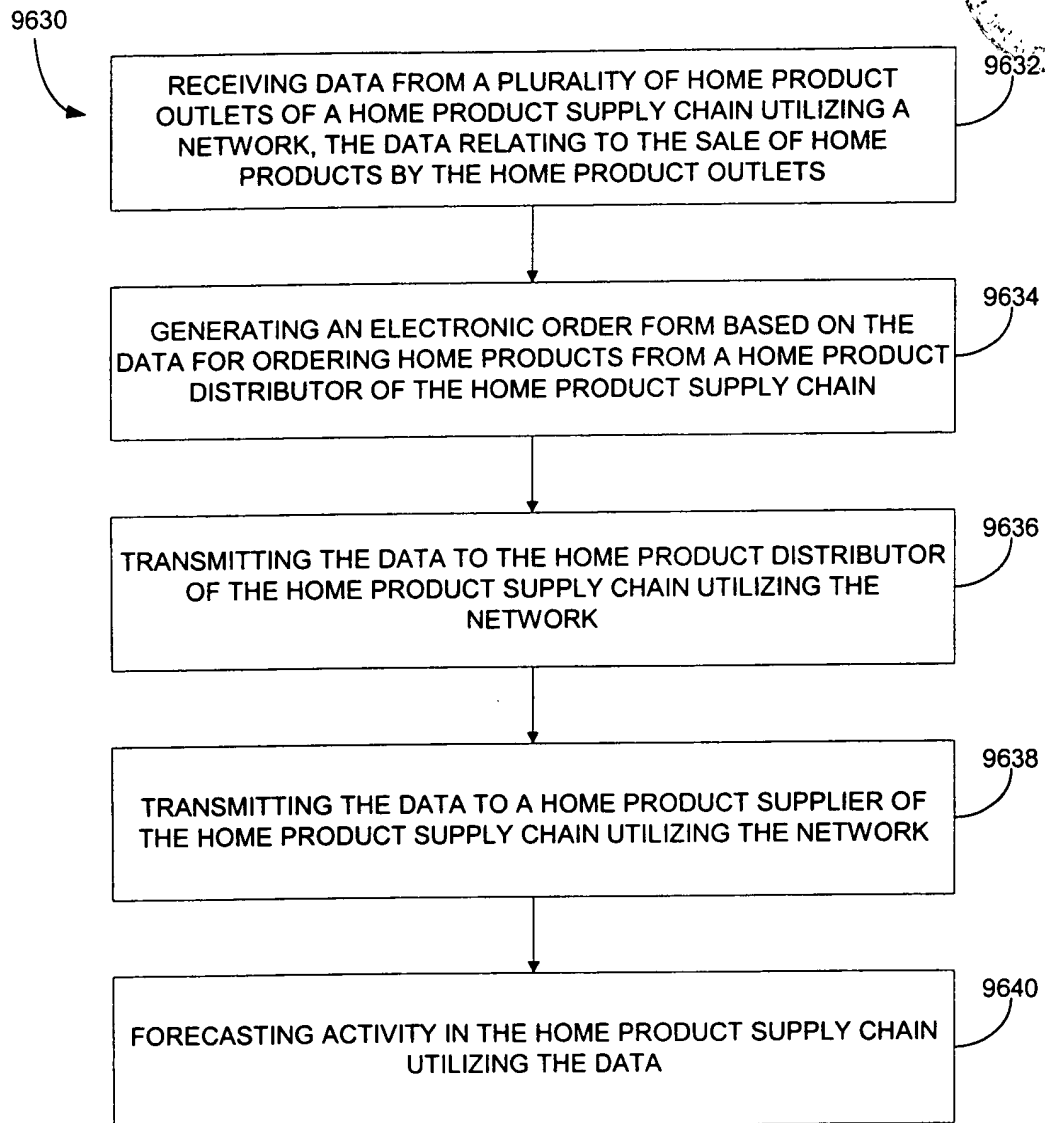
**FIG. 94**

0951577-070601

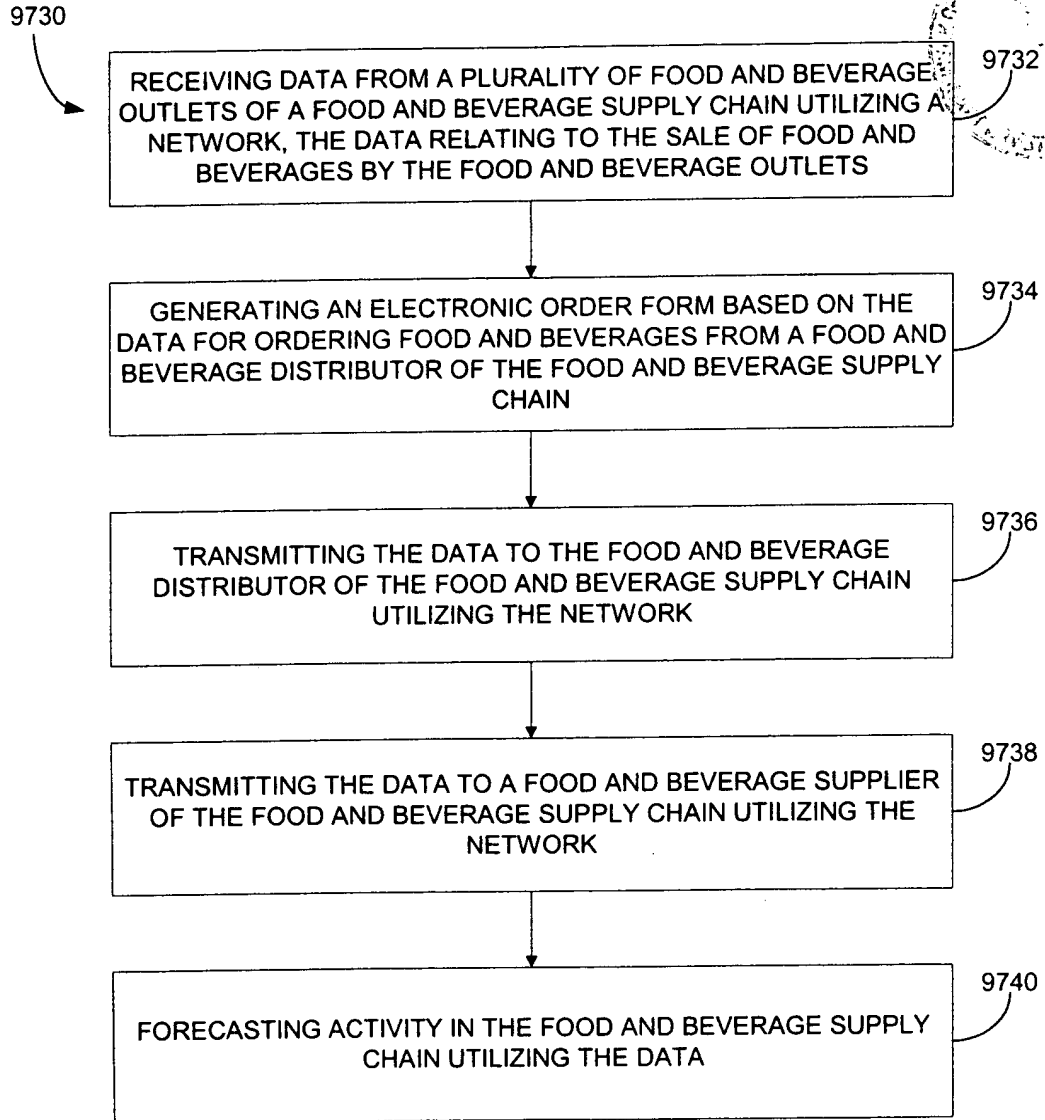


**FIG. 95**

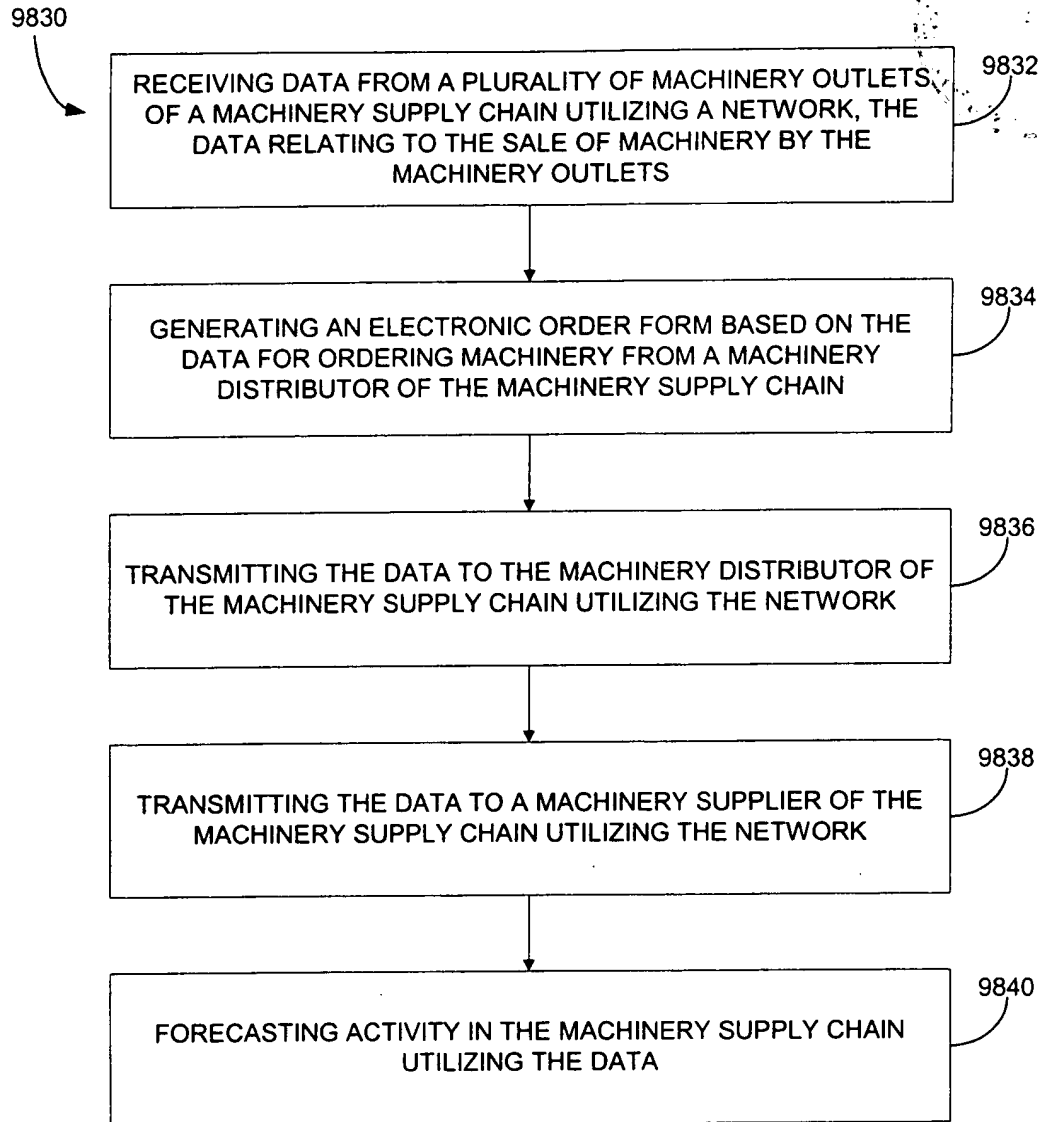
0961577 "070601



**FIG. 96**

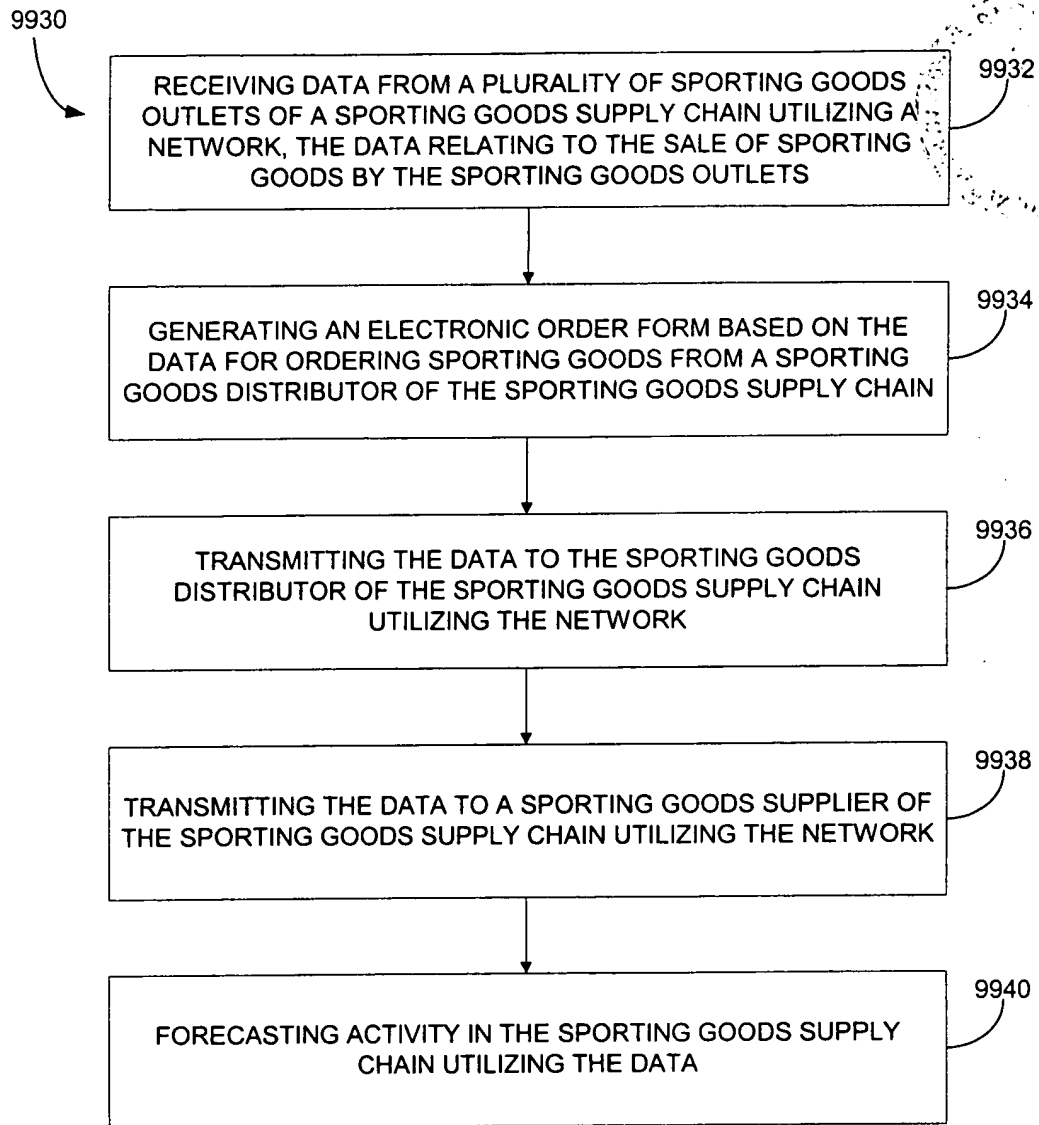


**FIG. 97**

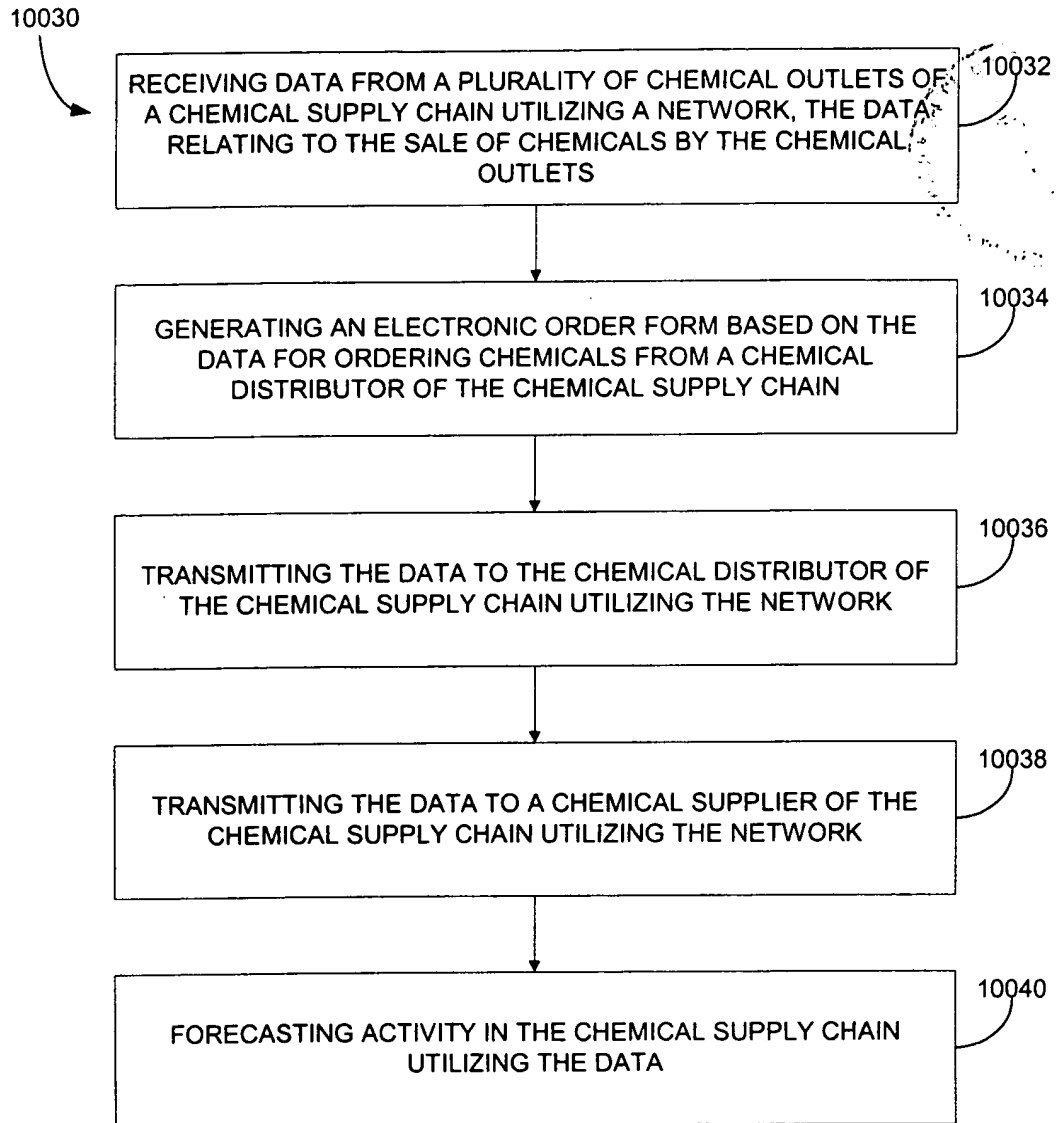


**FIG. 98**

094577-07001



**FIG. 99**



**FIG. 100**



10130

RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE  
OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A  
NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT  
STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS

10132

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN

10134

TRANSMITTING THE DATA TO THE DEPARTMENT STORE  
DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN  
UTILIZING THE NETWORK

10136

TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER  
OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE  
NETWORK

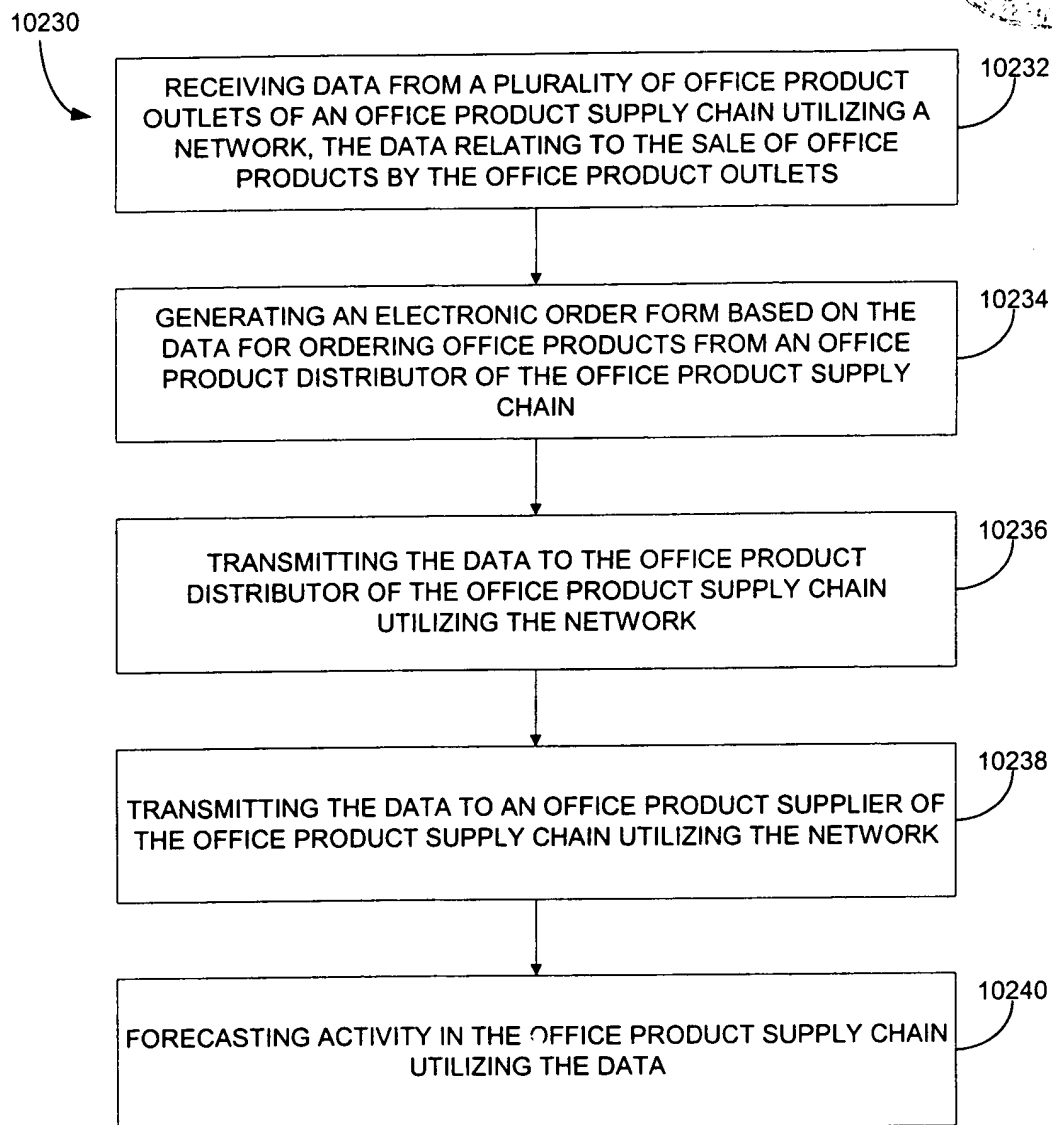
10138

## FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA

10140

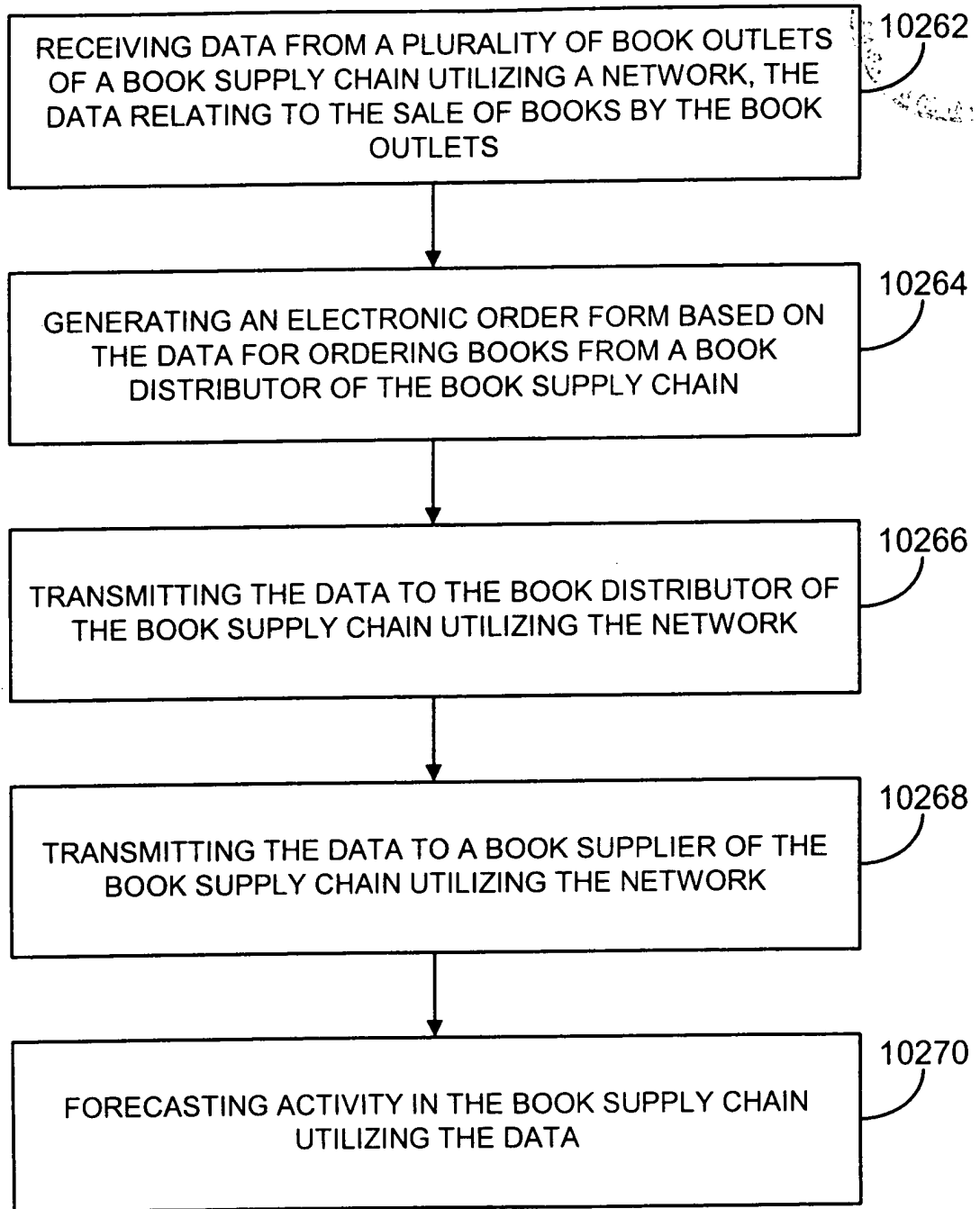
FIG. 101

0981577.070601



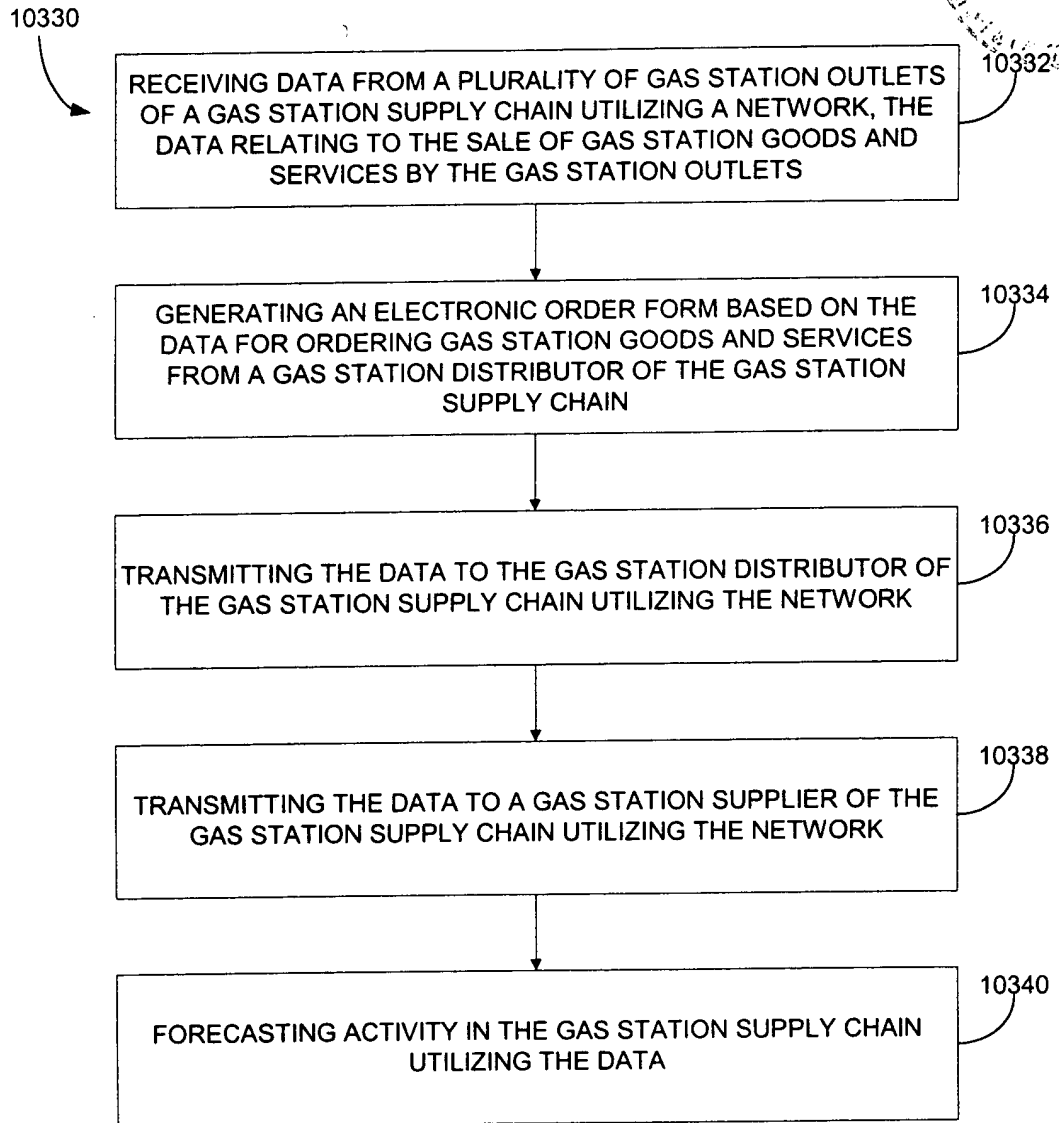
**FIG. 102A**

10260



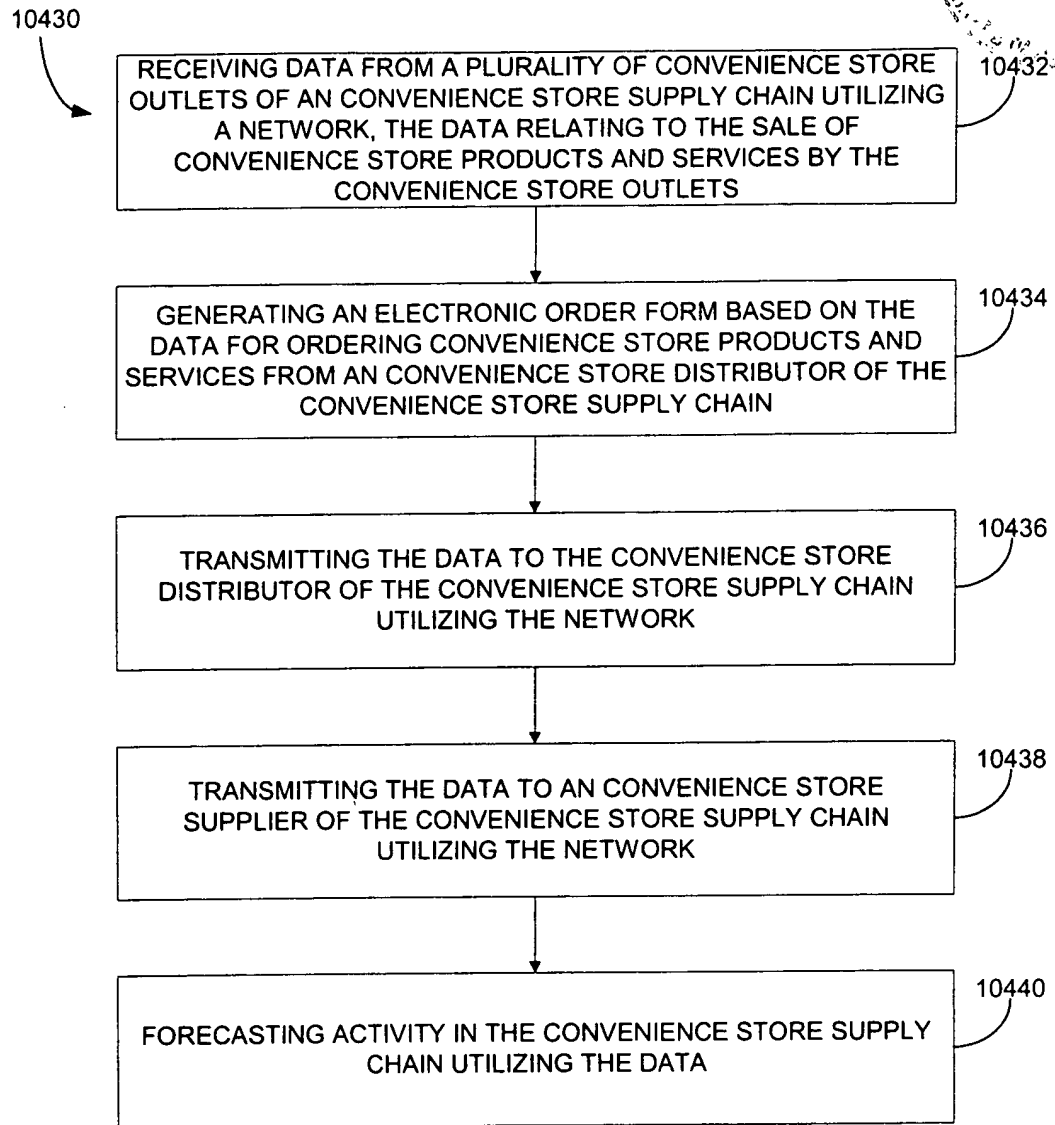
**FIG. 102B**

US 2017/070601



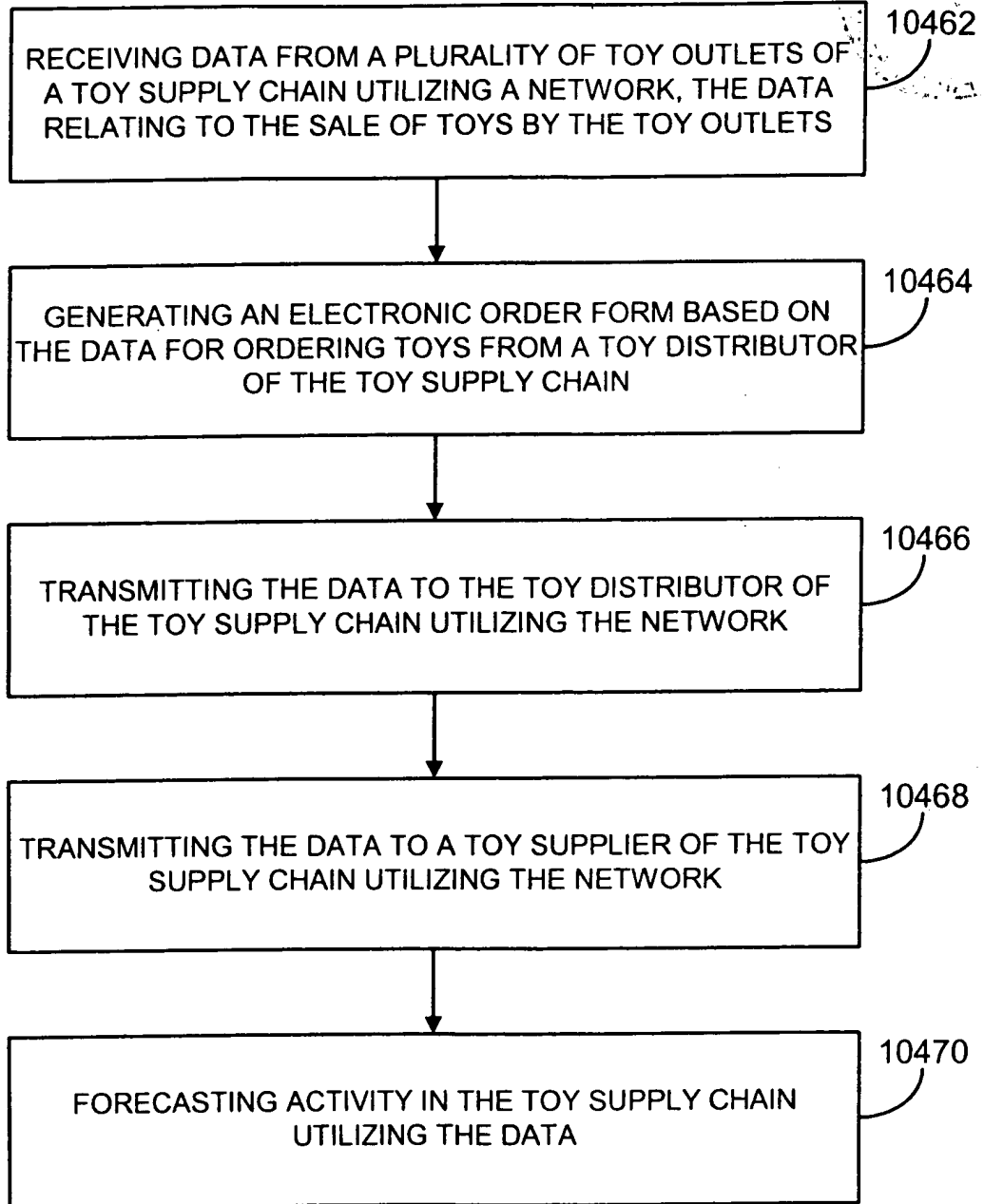
**FIG. 103**

0931577-0601



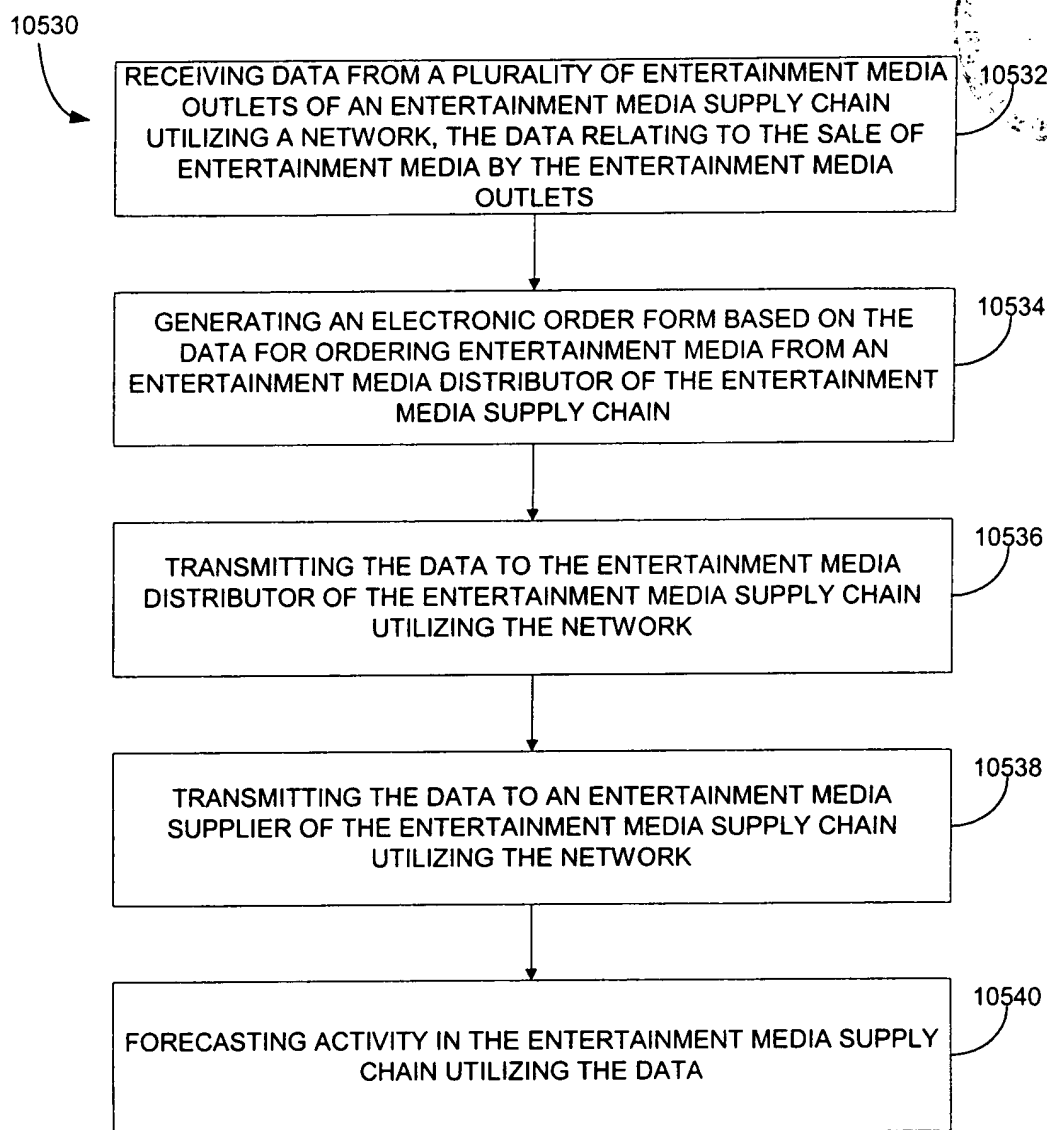
**FIG. 104A**

10460



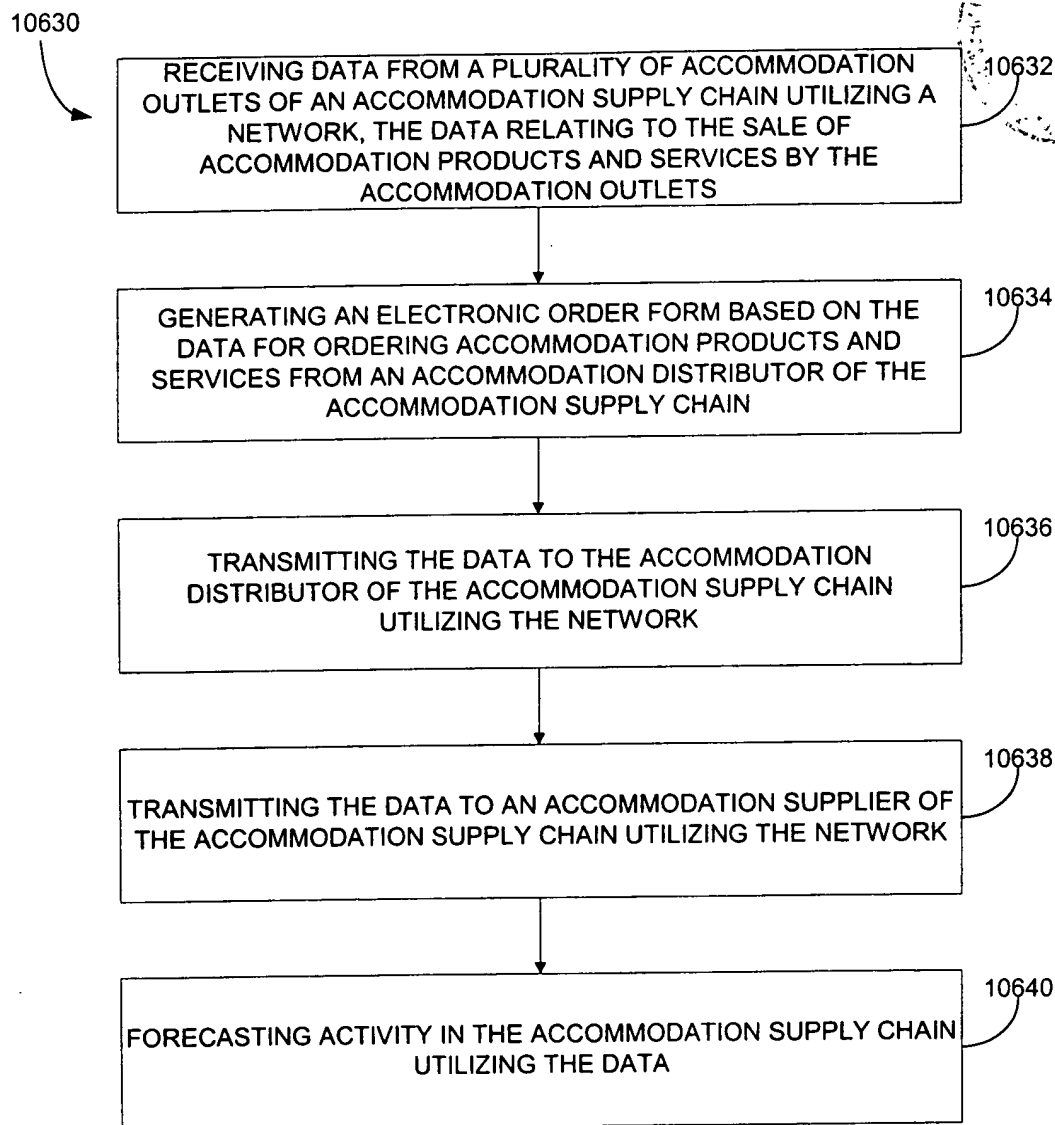
**FIG. 104B**

0951577-070603



**FIG. 105**

0931577.070601



**FIG. 106**



0981577-070601

10730

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

10732

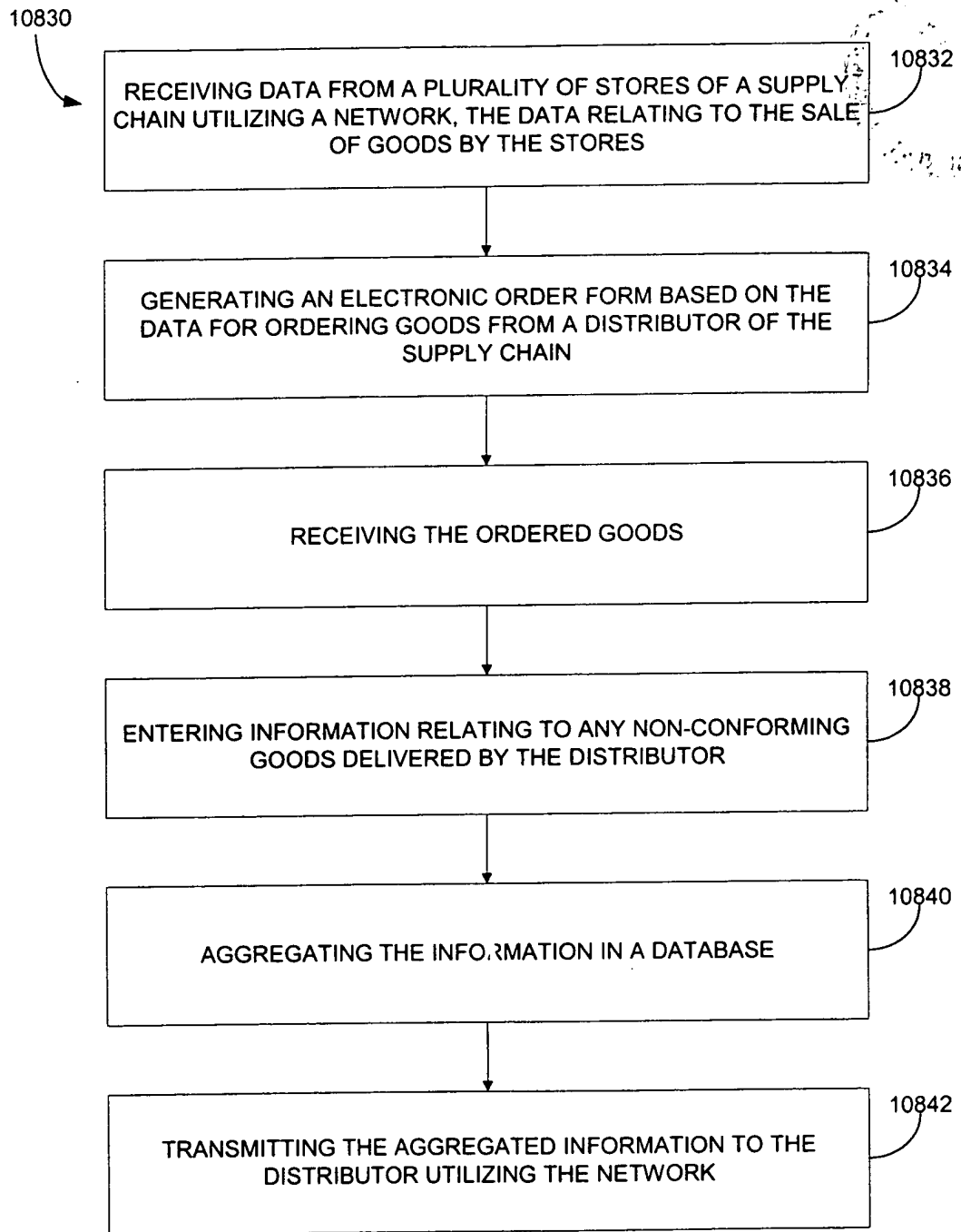
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

10734

TRANSMITTING THE DATA TO SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK, WHEREIN THE SUPPLIERS OFFER RAW PRODUCTS USED FOR PRODUCING THE GOODS AT A PREDETERMINED PRICE, THE PRICE DECREASING AS A FUNCTION OF TIME DURING A PREDETERMINED DURATION

10736

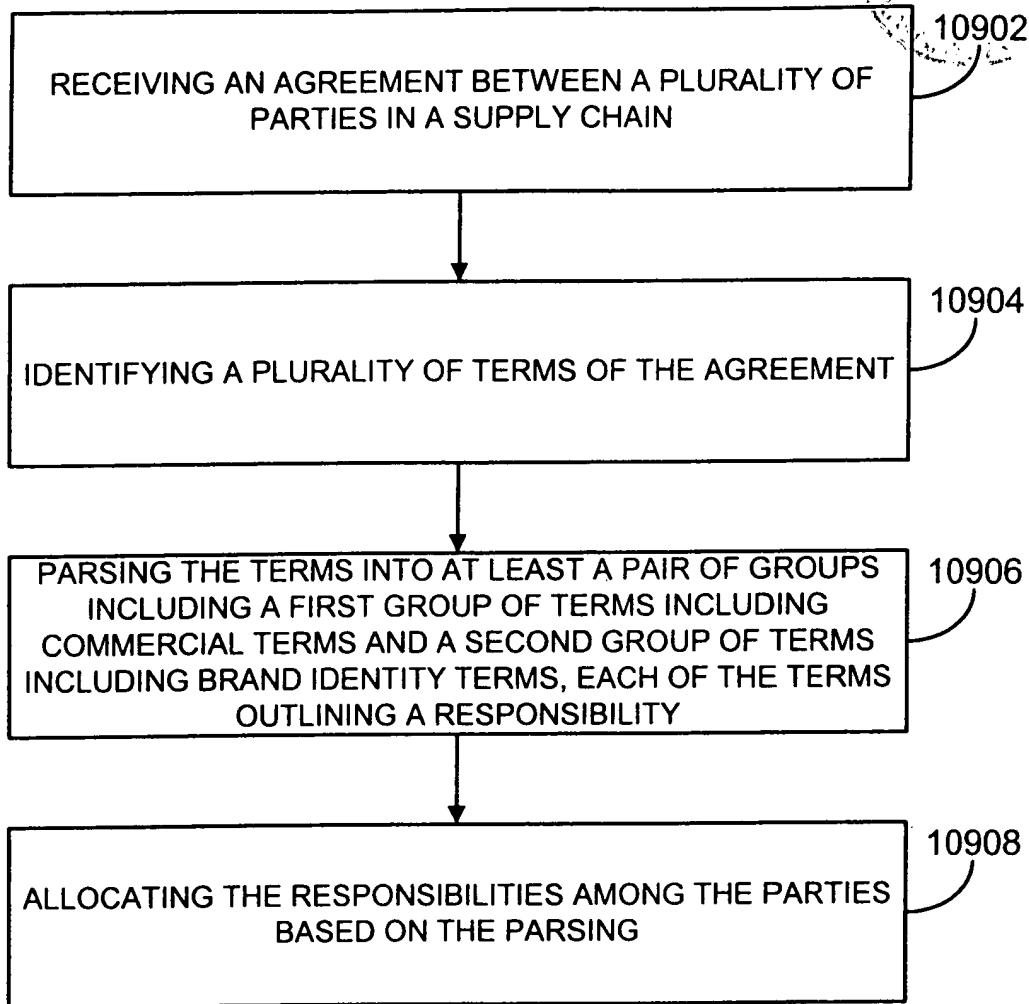
**FIG. 107**



**FIG. 108**

0981577.070601  
109020/0/2757860

10900



**FIG. 109**

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002



DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004



COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

**FIG. 110**

0981577-070601

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

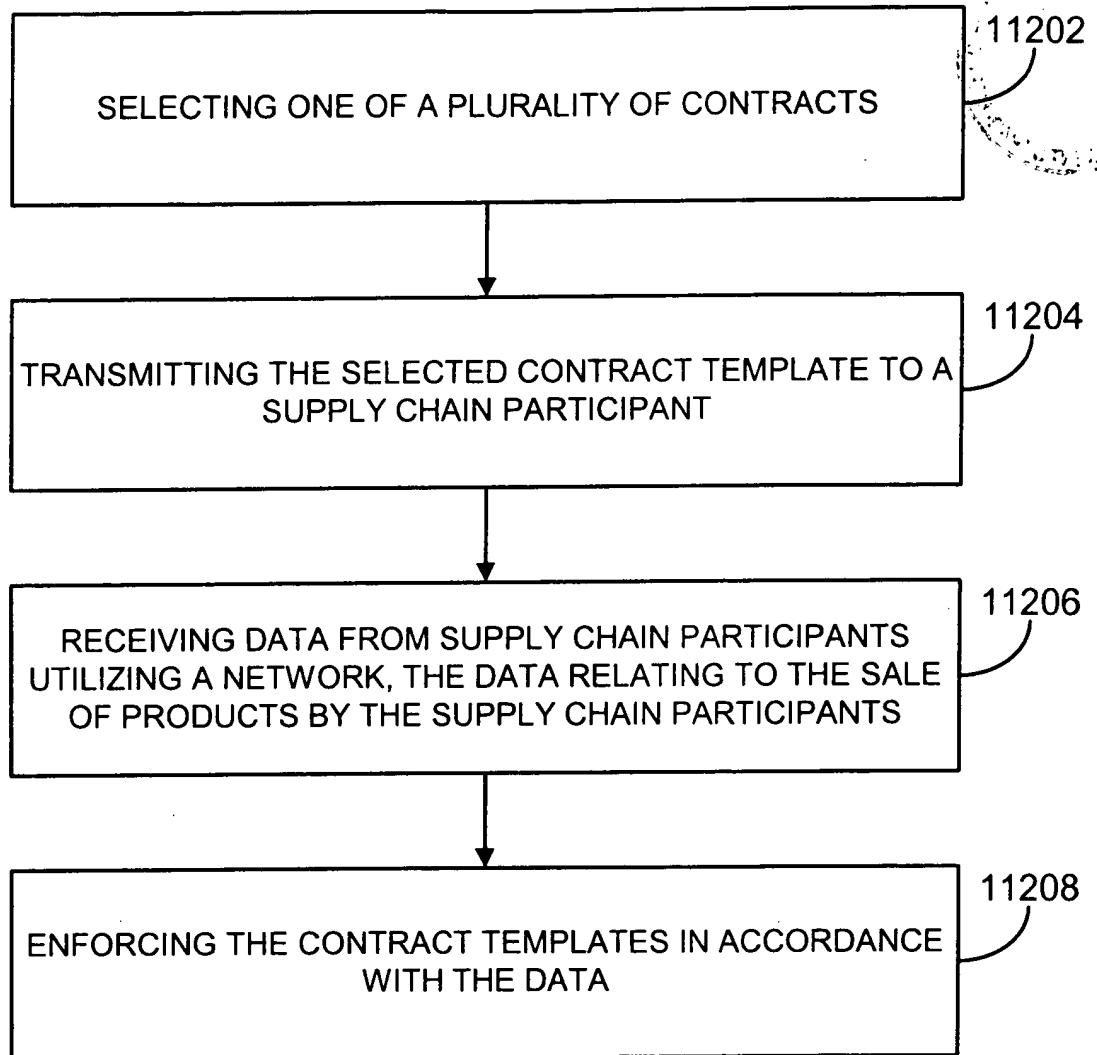
APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

**FIG. 111**

0961577.070601

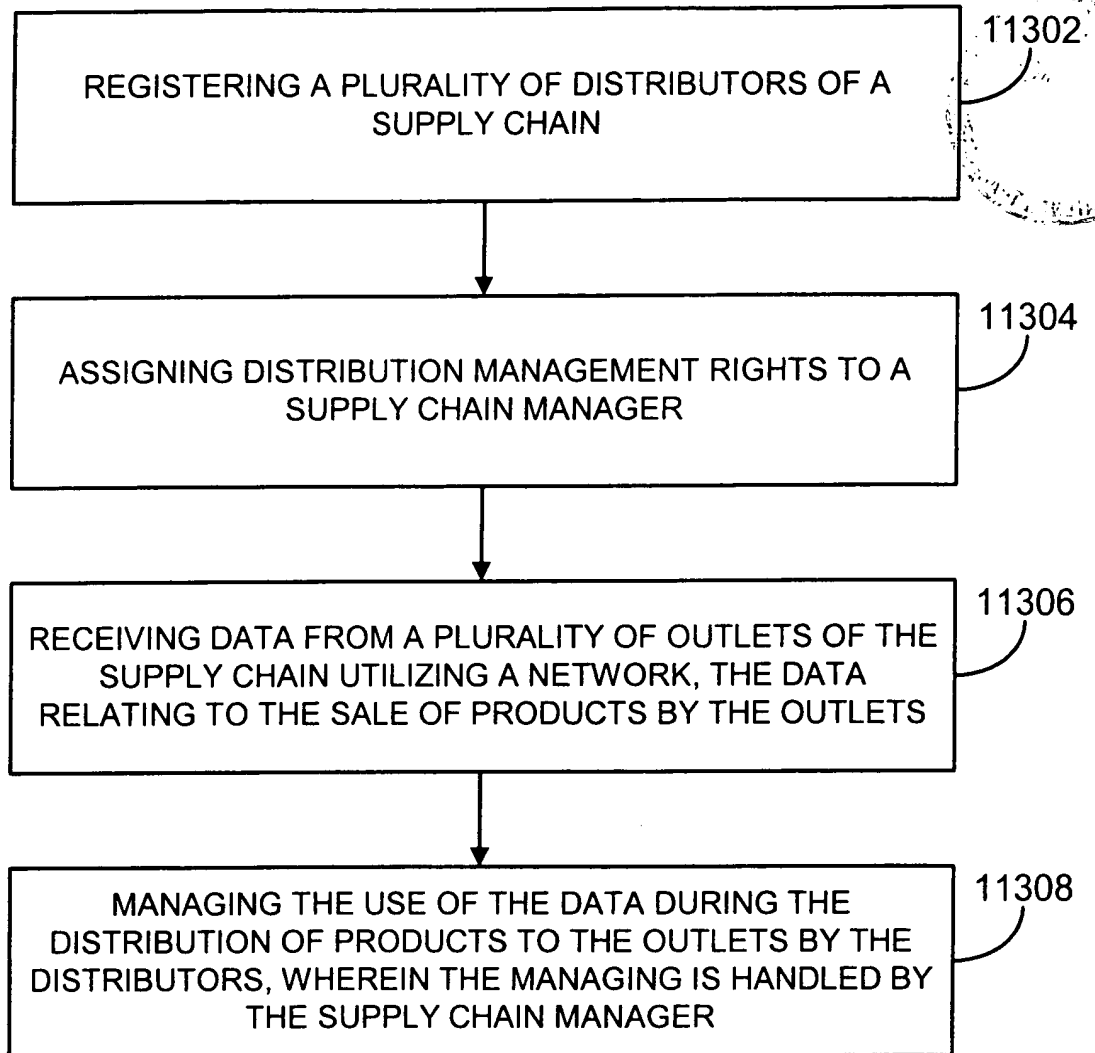
11200



**FIG. 112**

09/15/2017 07:06:01

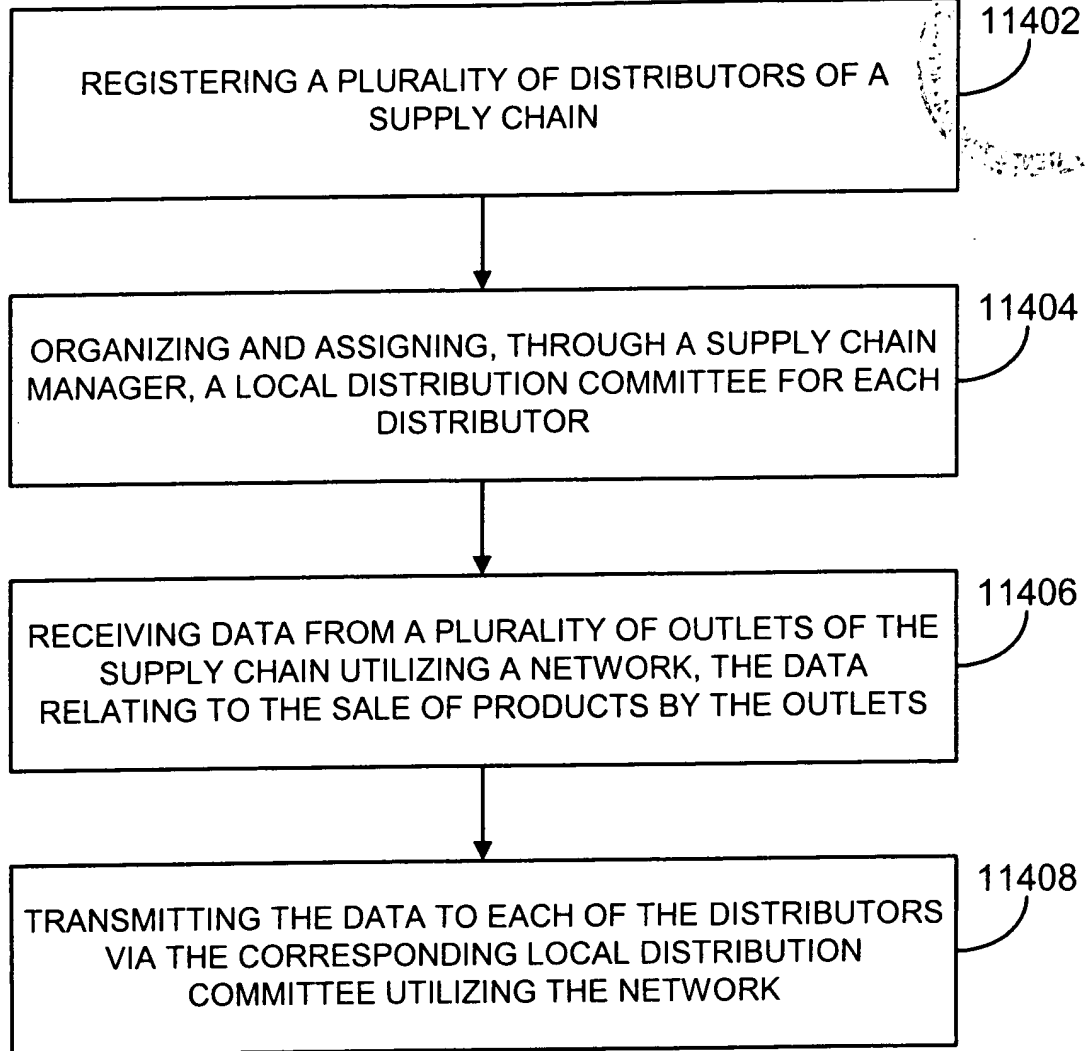
11300



**FIG. 113**

0961577-070601

11400

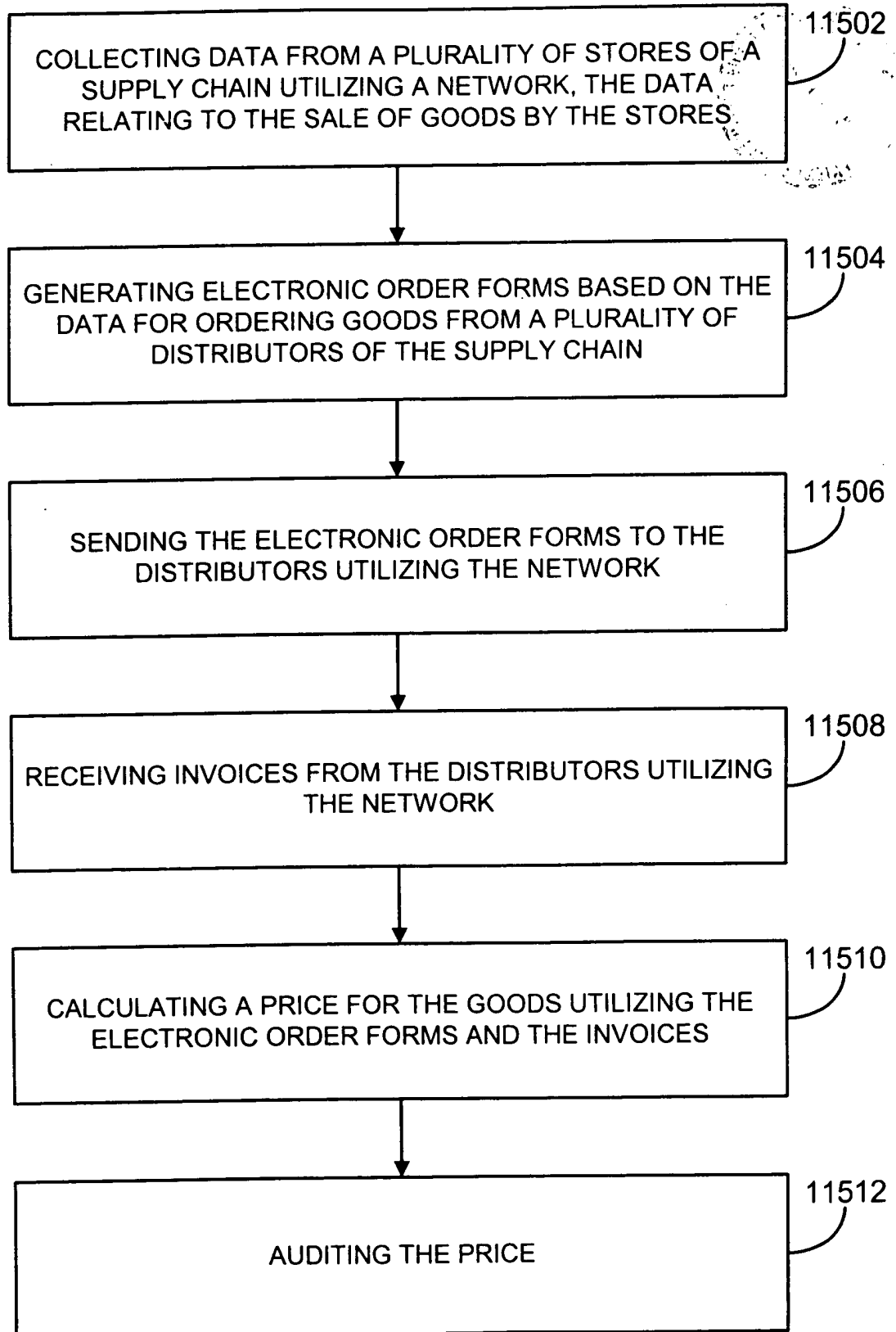


**FIG. 114**

0961577.070601



11500



**FIG. 115**

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

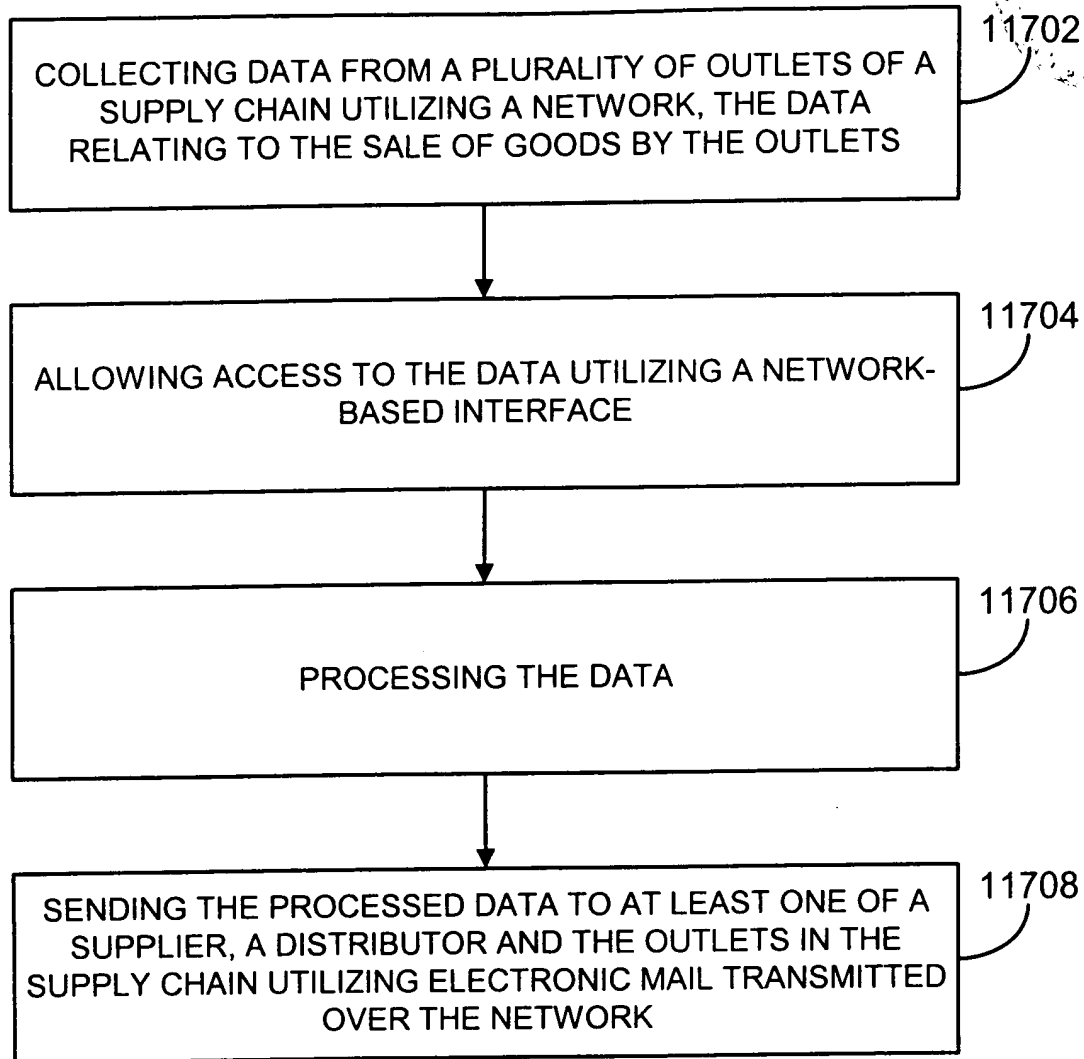
11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

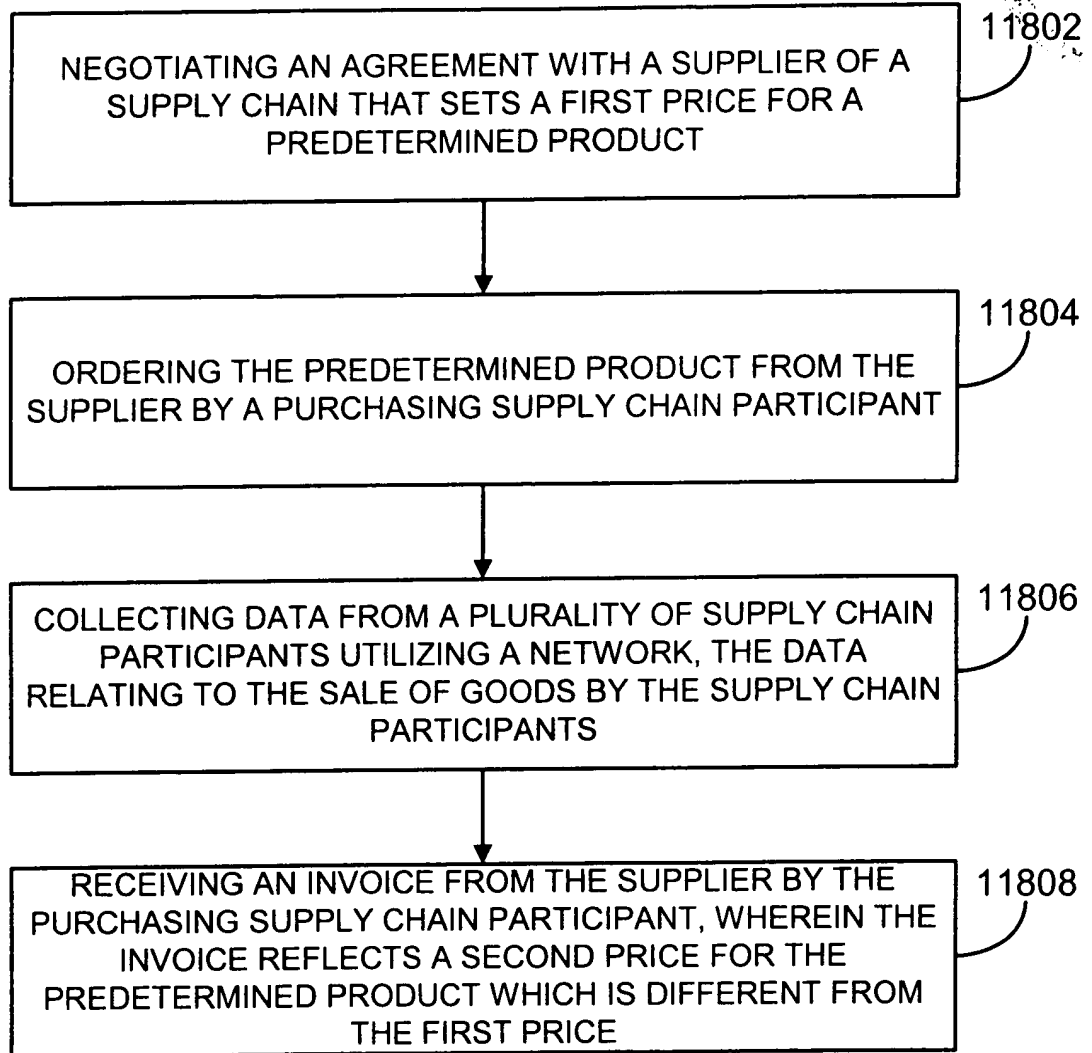
FIG. 116

11700



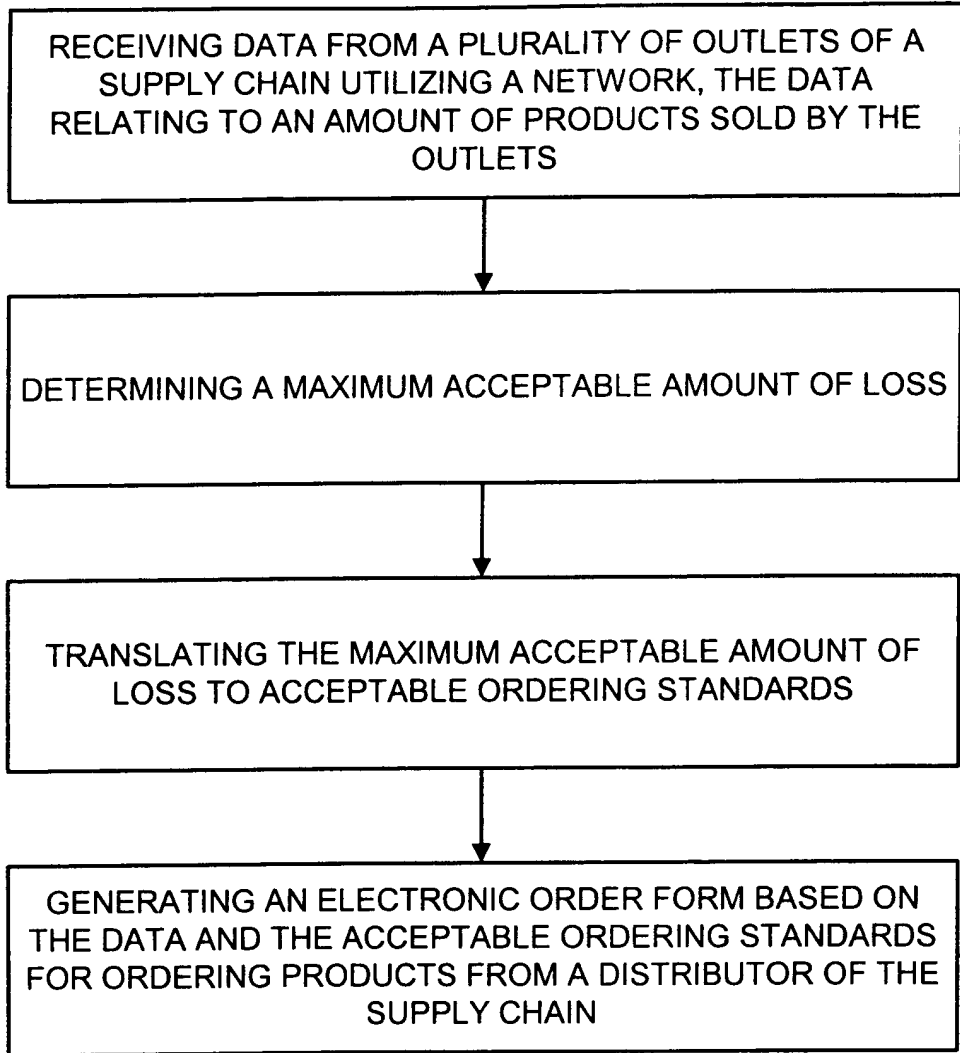
**FIG. 117**

11800



**FIG. 118**

11900



11902

11904

11906

11908

**FIG. 119**

0961577.070601

12000



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE  
OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE  
DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF  
THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER  
FORMS INDICATE AN AMOUNT OF THE PRODUCTS  
ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE  
PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

0981577-09601

12100



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE  
OUTLETS

12102



MAKING THE DATA ACCESSIBLE TO THE OUTLETS,  
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK  
BASED INTERFACE

12104



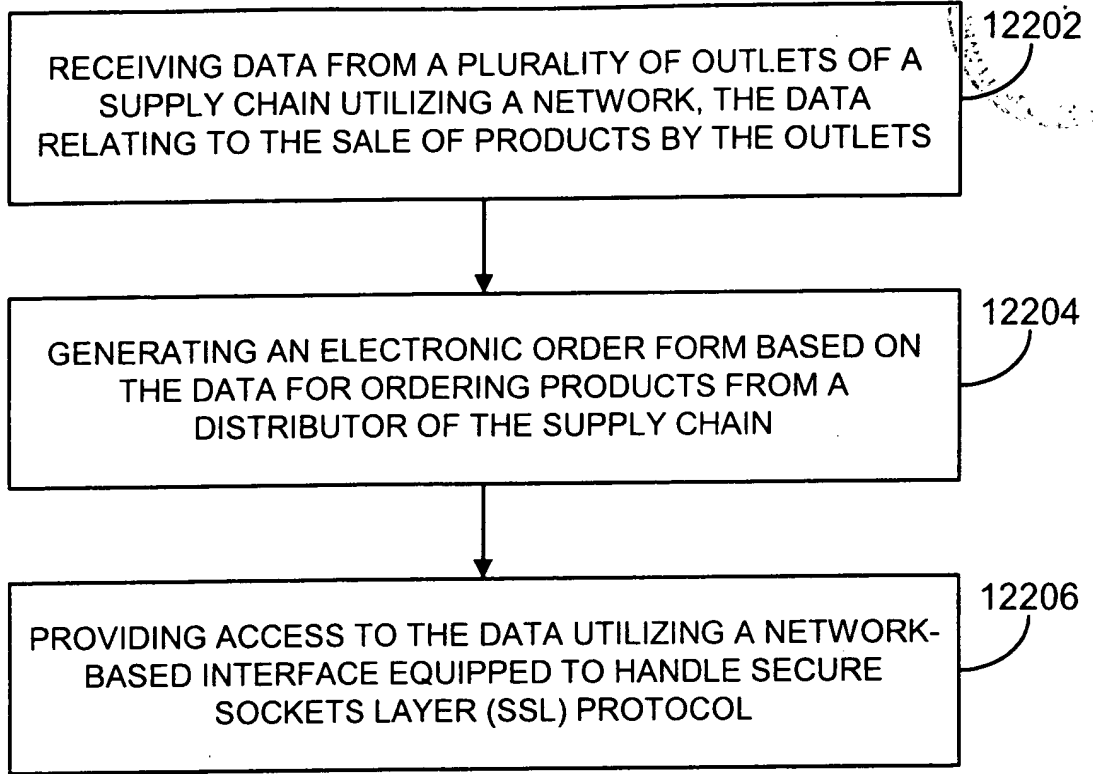
AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF  
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**

1094577-0001

12200

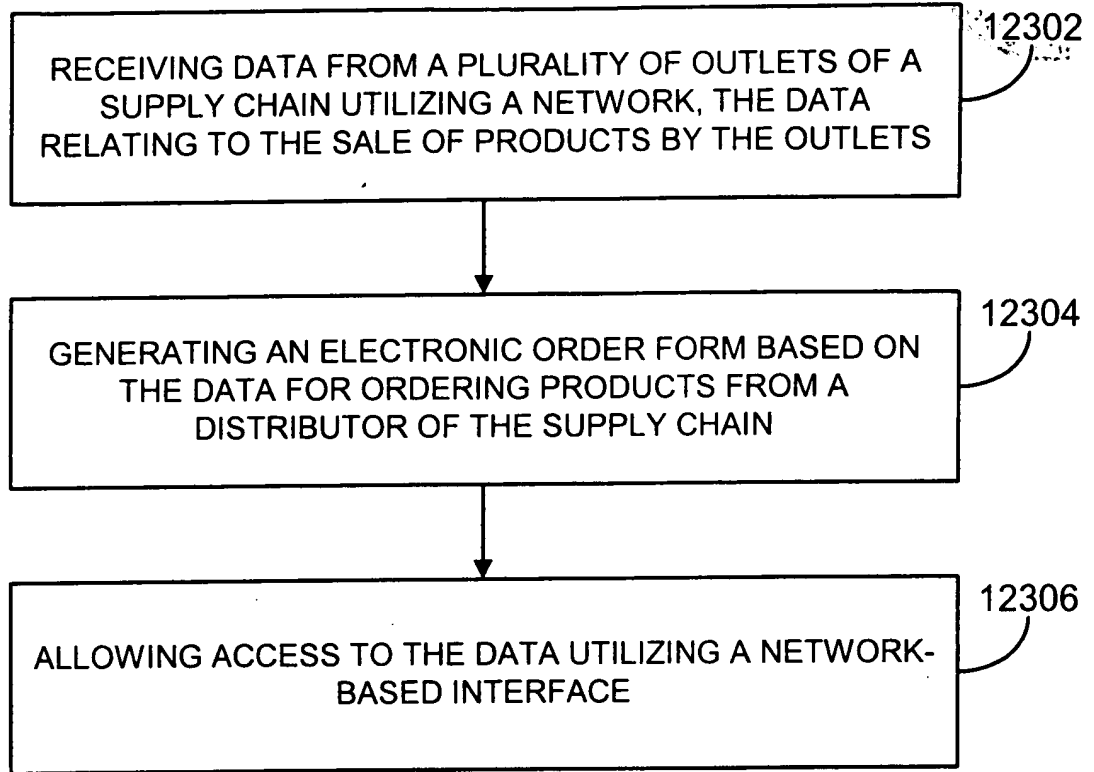


**FIG. 122**

0981577-070601



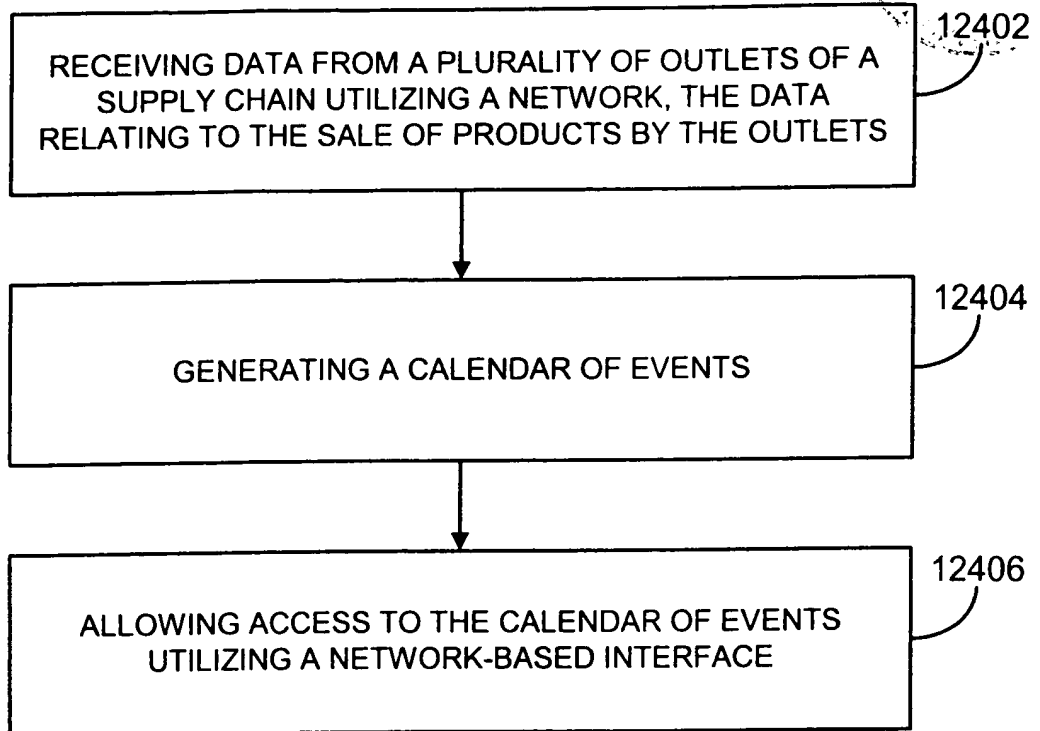
12300



**FIG. 123**

0984577.00601

12400



**FIG. 124**

0961577.070601

0981577-00501

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. Below the menu bar, a dropdown menu is open, displaying the following options: Supplier, Supplier Site, Distributor, and DC. To the right of the dropdown menu, there are three buttons: Least Cost and Contract. Below the buttons, there is a text field labeled Item and a button labeled Items ...

FIG. 125

12600

12602

A screenshot of a software toolbar containing three buttons: Sort, Print, and New.

FIG. 126

12700

12702

A screenshot of a software form with the following fields and controls:

- Item Desc:** A text input field.
- Item Number:** A text input field.
- Product Cat Code:** A dropdown menu.
- Status Code:** A dropdown menu with the value "Active" selected.
- Item Rank:** A dropdown menu.

FIG. 127

7090/0" 225T860

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



0981577-07061

12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

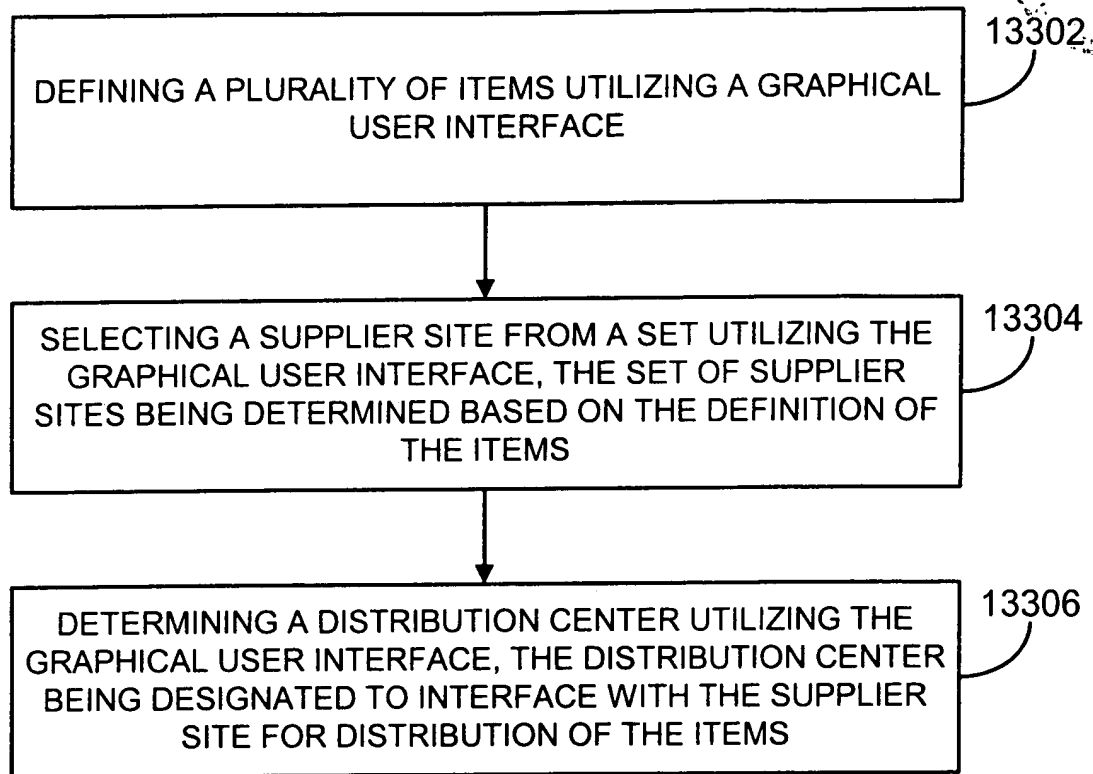
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

FIG. 132

0961577-070601

13300



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes <input checked="" type="radio"/> No		Apply By:		Cell <input type="text"/>	

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100



FIG. 141

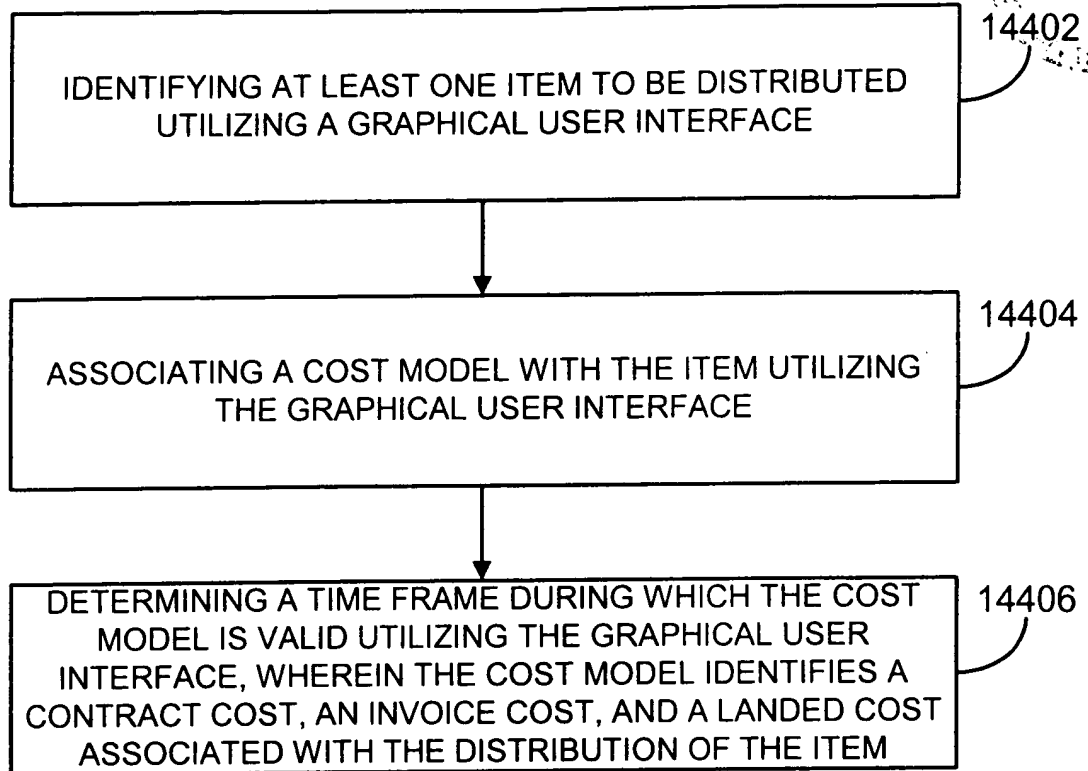
14300

<u>C</u> ost	▶	Edit / View	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Cont <u>a</u> ct Management	▶	Multi Item Price Notification ...	

FIG. 143

109070" / 5T860

14400



**FIG. 144**

10981570601

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

0981577.00601

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

15300

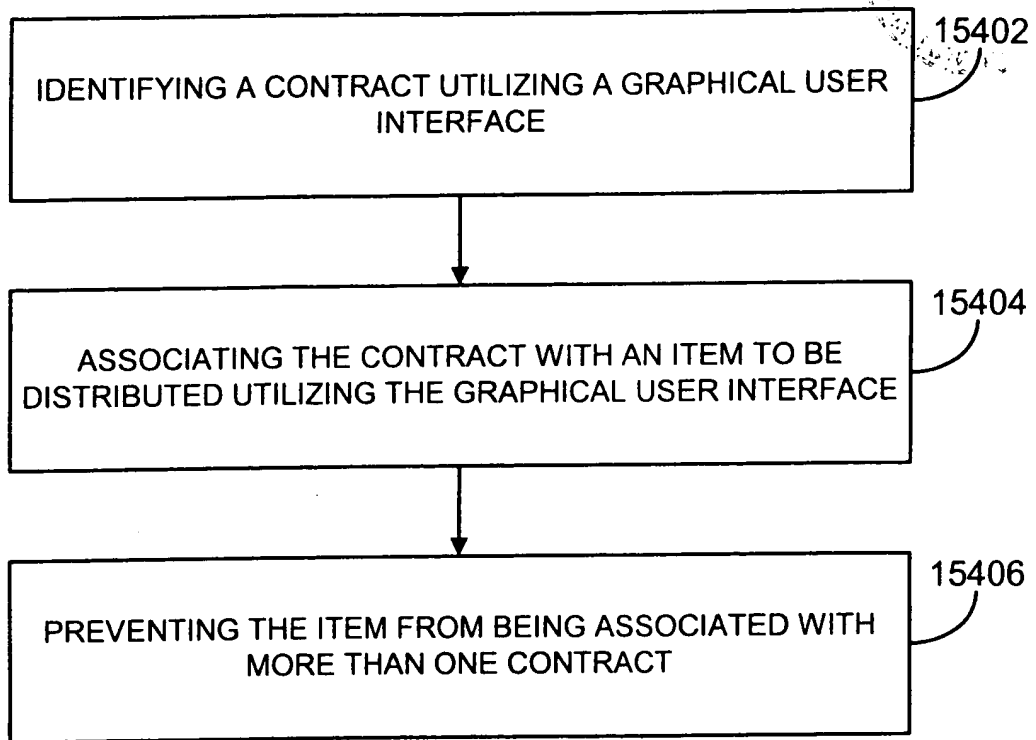
Exhibit C

FIG. 153

FIG. 152

0981577-070601

15400



**FIG. 154**

0931577-0601

0981577.00603  
T090707/5T860

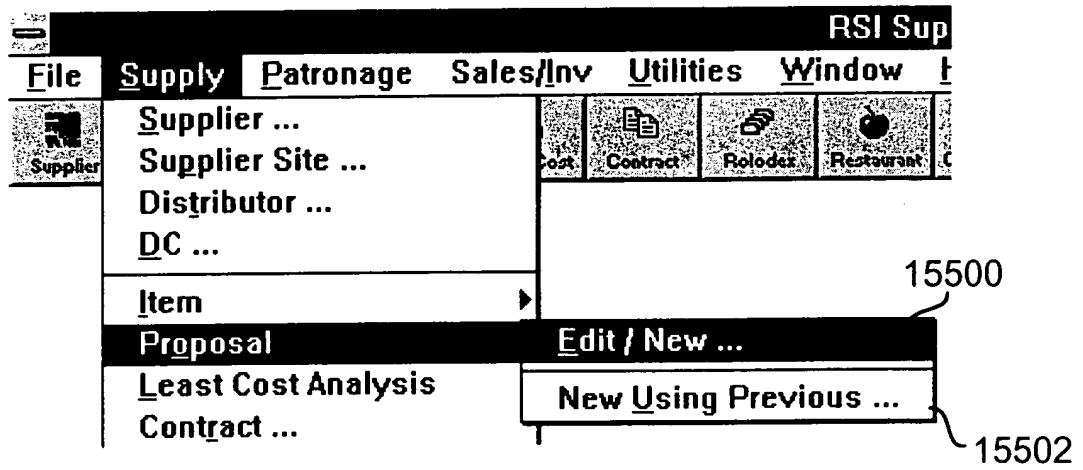
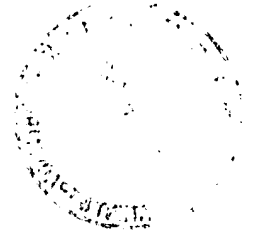


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers	DCs	FDB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID: 1021				Proposal Due Date: 06/12/97				
Proposal Name: Foam Hot Cups & Polystyrene Lids				Contract Begin Date: 07/01/97				
Buyer Name: Dennis Clabby				Contract End Date: 06/30/98				
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

09815777 070601

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FDB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LD-HOT 12/16 OZ (DRY)
LD-HOT 8 OZ (DRY)

> >> << <

FIG. 158

FO90/0"/7/5T860



109070" / 757860

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LD-HOT 12/16 OZ (DRY)
LD-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description  
MAYO-BULK

FOB Price Component

Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	62	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

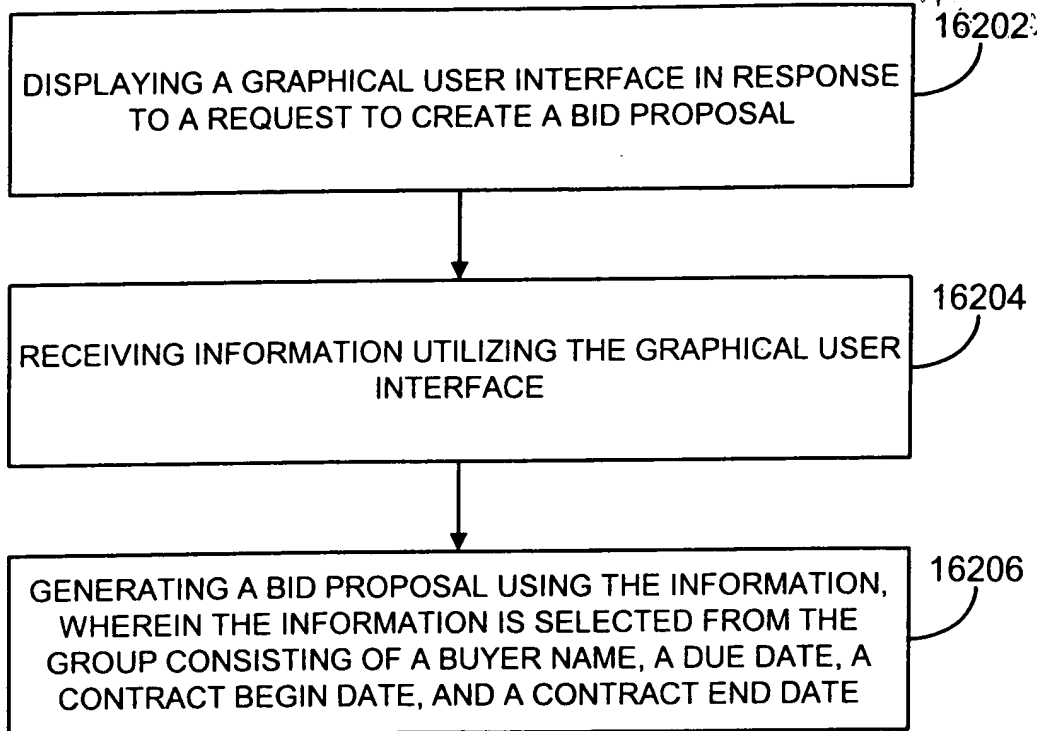
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

0981577.070501

16200



**FIG. 162**

0981577.070601

0981577.0060

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>	?		N
<b>BK Specification Request</b>	?		N
<b>FOB Price Component</b>	?		Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

FIG. 164

16500

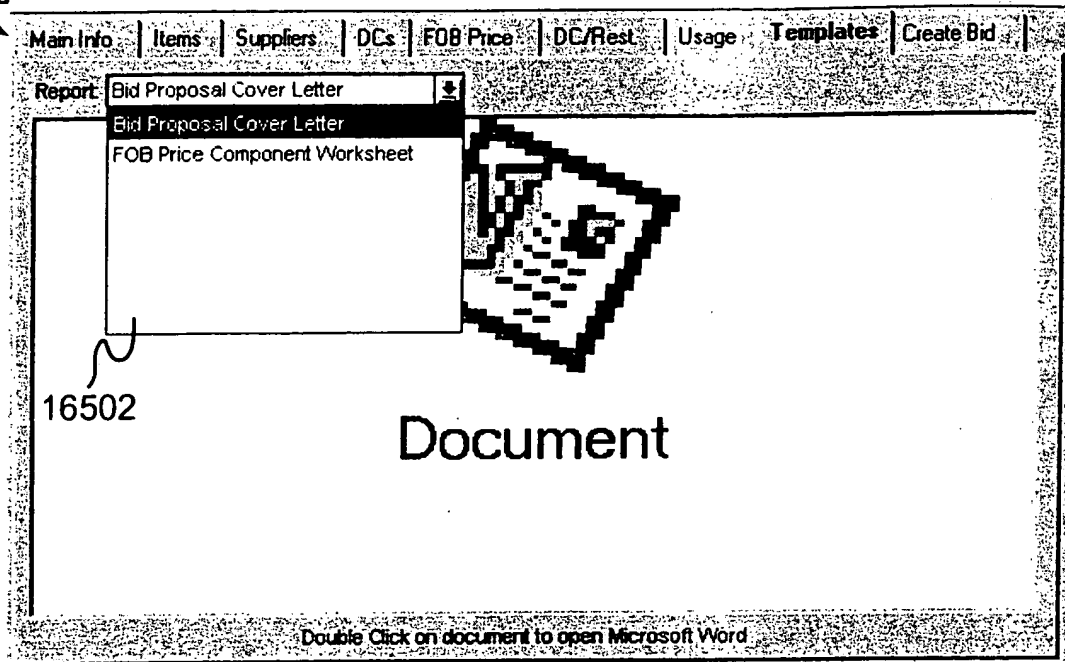


FIG. 165

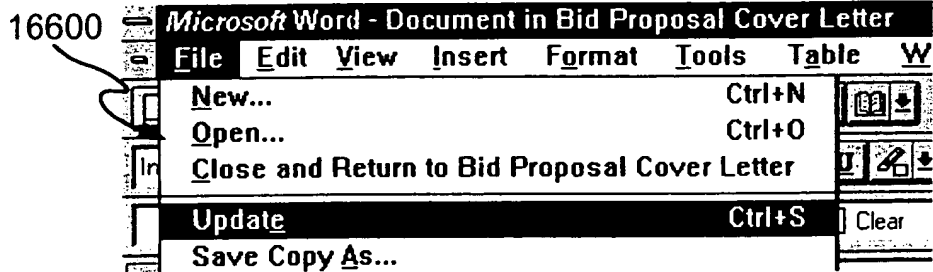


FIG. 166

0981577-070601

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

\* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets
Supplier Facility Worksheet <input checked="" type="checkbox"/>
Item Information Worksheet <input checked="" type="checkbox"/>
FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet <input checked="" type="checkbox"/>

FIG. 167

16800

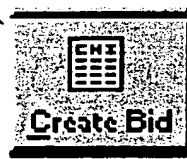


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b> ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

0981577-00601

17000



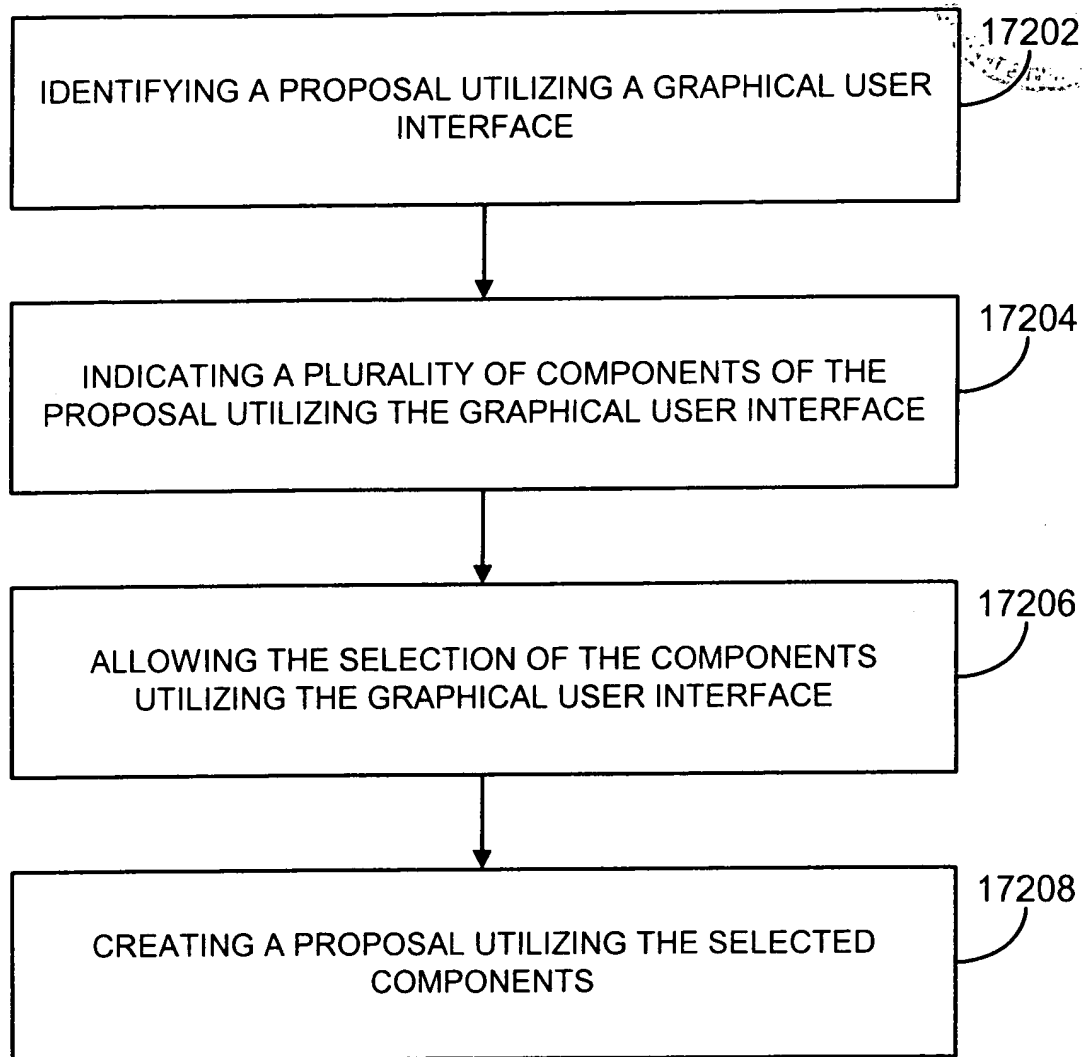
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**



17300



FIG. 173

17400

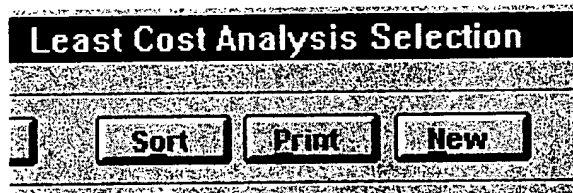


FIG. 174

17500

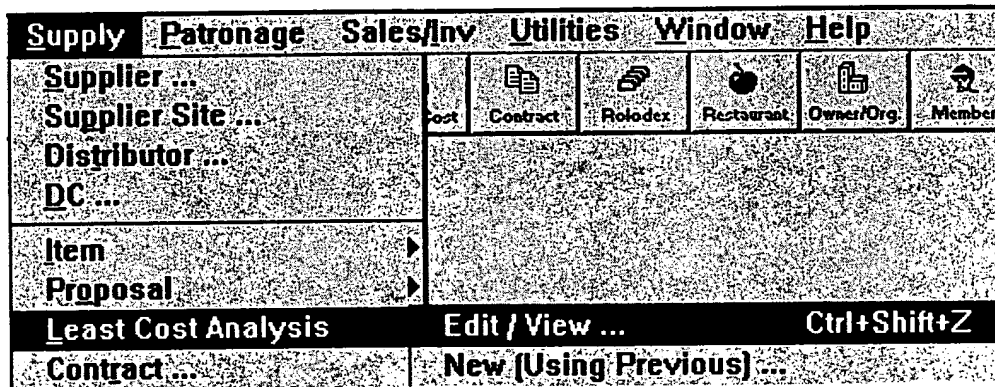


FIG. 175

0981577-0601

**Bid Proposal Name:**

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

0984577.0601  
T09070"775T860

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

FO90/0" / / 5T860



17800



<b>Analysis Name:</b>	Hash Brown Actual		
<b>Analysis ID:</b>	1036		
<b>Buyer:</b>	Dennis Clabby		
<b>Period of Agreement:</b>	10/1/97	THRU	9/30/98
<b>Unit Of Measure:</b>	CASE(S)		

FIG. 178

17900



<b>Version ( 1 ) of ( 9 )</b>		Base version
<b>What is the max # of FOB points to allocate to each DC ?</b>	One FOB	
<b>What is pricing method for this version ?</b>	FOB + Freight	
<b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b>	0.0000	
<b>Override RDC Truckload Validation?</b>	No	
<b>Solution Strategy:</b>	Standard	<b>Last Revision:</b> 9/15/97 1:04 PM

FIG. 179

18000

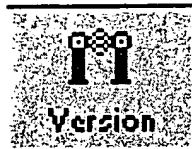


FIG. 180

18100

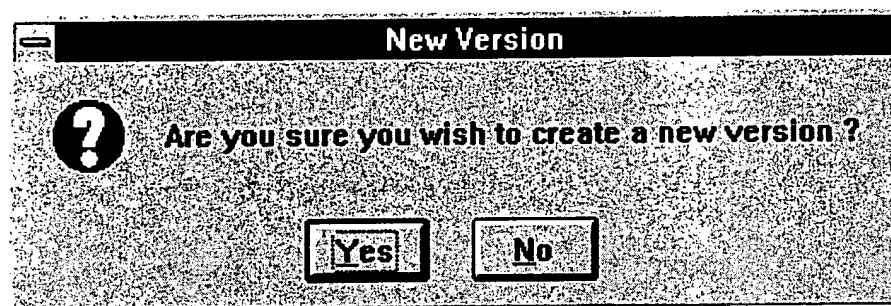
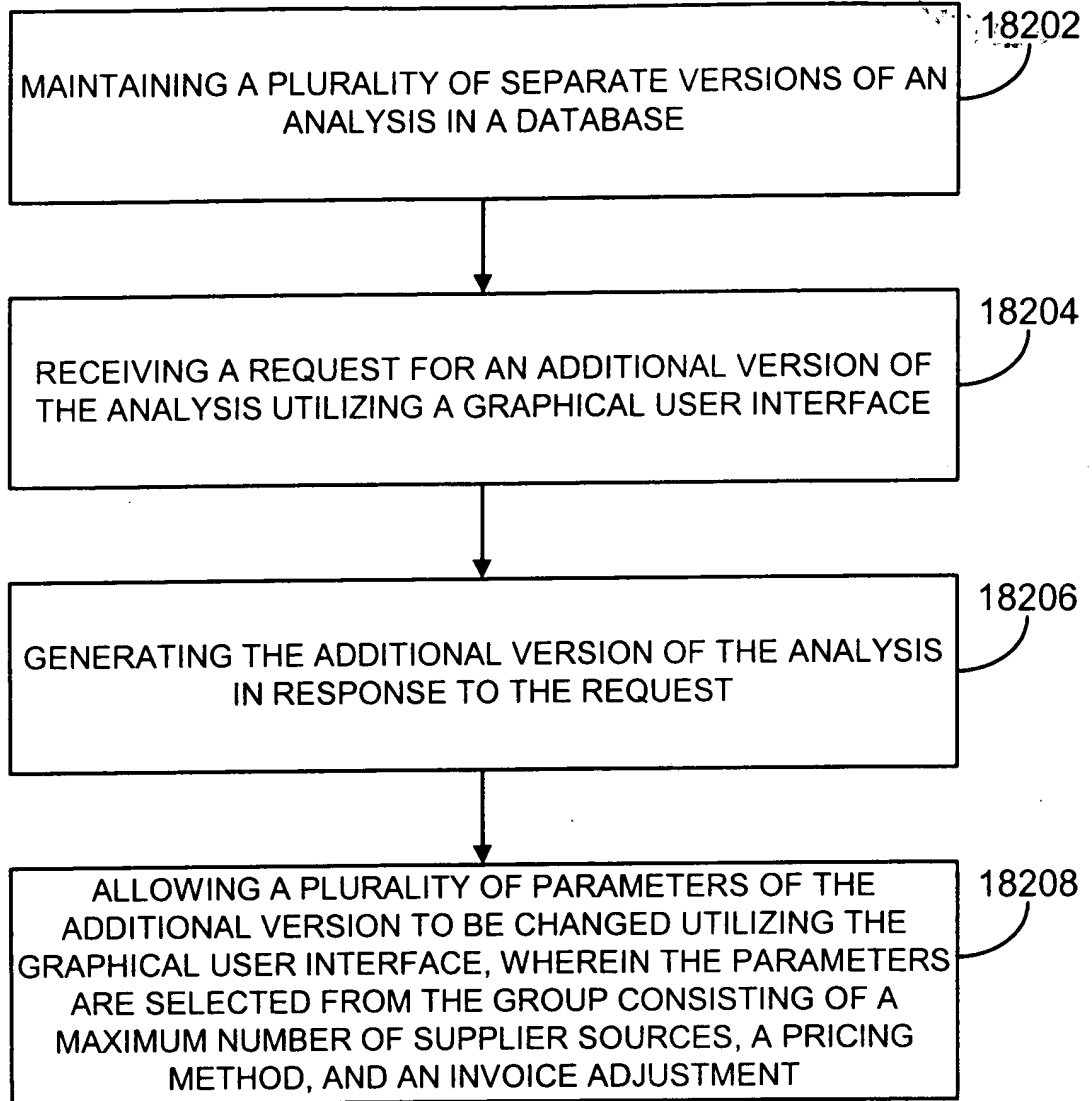


FIG. 181

0981577/STB60

18200



**FIG. 182**

1090/0" / / 5T860

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

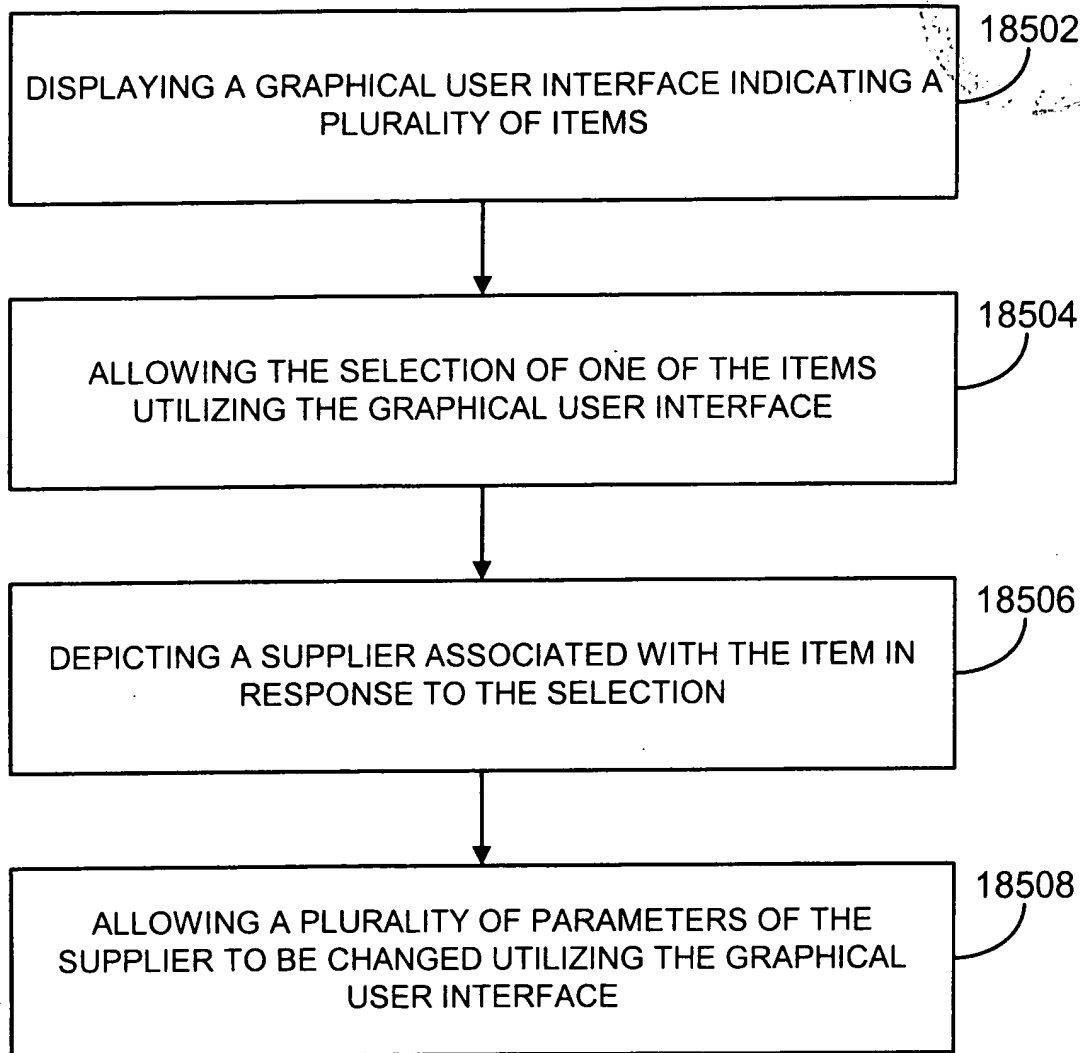
18402

FIG. 184

0981577.070601  
109070" 7751860



18500



**FIG. 185**

109070 7757860

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCH(S)		Net Weight:	27.28 POUND(S)

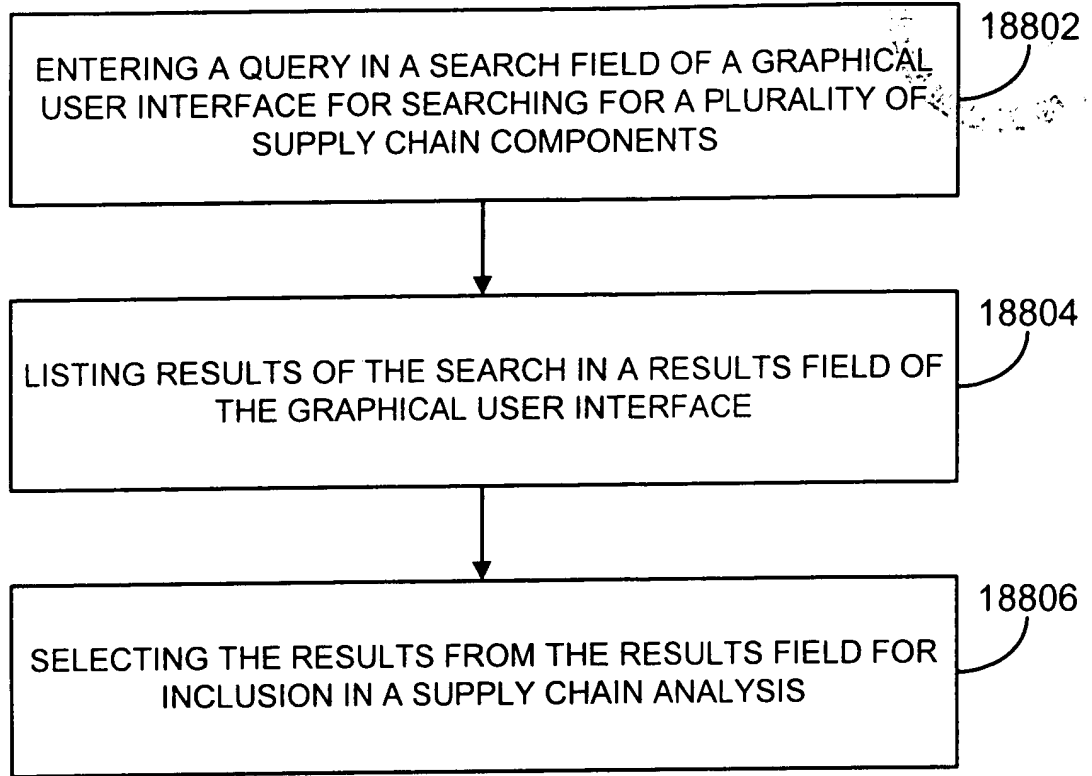
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS	↓ Pallet ↓				<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY	↓ Pallet ↓				<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.	↓ Pallet ↓		200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS	↓ Pallet ↓				<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY	↓ Pallet ↓				<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS	↓ Pallet ↓		225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

"09070" 775T860

19100



DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102



DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104



CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

109077.00601

19200 7757860

19200



Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SALUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

109070 " 7757860

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WALKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

0950/0" / 75T860



19600



RECEIVING A SELECTION OF AT LEAST ONE OF A  
PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A  
GRAPHICAL USER INTERFACE

19602



DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING  
THE GRAPHICAL USER INTERFACE

19604



DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING  
FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE  
SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

0981577.070604

19700 19800 19900 20000 20100 20200 20300 20400 20500 20600 20700 20800 20900 21000 21100 21200 21300 21400 21500 21600 21700 21800 21900 22000 22100 22200 22300 22400 22500 22600 22700 22800 22900 23000 23100 23200 23300 23400 23500 23600 23700 23800 23900 24000 24100 24200 24300 24400 24500 24600 24700 24800 24900 25000 25100 25200 25300 25400 25500 25600 25700 25800 25900 26000 26100 26200 26300 26400 26500 26600 26700 26800 26900 27000 27100 27200 27300 27400 27500 27600 27700 27800 27900 28000 28100 28200 28300 28400 28500 28600 28700 28800 28900 29000 29100 29200 29300 29400 29500 29600 29700 29800 29900 30000 30100 30200 30300 30400 30500 30600 30700 30800 30900 31000 31100 31200 31300 31400 31500 31600 31700 31800 31900 32000 32100 32200 32300 32400 32500 32600 32700 32800 32900 33000 33100 33200 33300 33400 33500 33600 33700 33800 33900 34000 34100 34200 34300 34400 34500 34600 34700 34800 34900 35000 35100 35200 35300 35400 35500 35600 35700 35800 35900 36000 36100 36200 36300 36400 36500 36600 36700 36800 36900 37000 37100 37200 37300 37400 37500 37600 37700 37800 37900 38000 38100 38200 38300 38400 38500 38600 38700 38800 38900 39000 39100 39200 39300 39400 39500 39600 39700 39800 39900 40000 40100 40200 40300 40400 40500 40600 40700 40800 40900 41000 41100 41200 41300 41400 41500 41600 41700 41800 41900 42000 42100 42200 42300 42400 42500 42600 42700 42800 42900 43000 43100 43200 43300 43400 43500 43600 43700 43800 43900 44000 44100 44200 44300 44400 44500 44600 44700 44800 44900 45000 45100 45200 45300 45400 45500 45600 45700 45800 45900 46000 46100 46200 46300 46400 46500 46600 46700 46800 46900 47000 47100 47200 47300 47400 47500 47600 47700 47800 47900 48000 48100 48200 48300 48400 48500 48600 48700 48800 48900 49000 49100 49200 49300 49400 49500 49600 49700 49800 49900 50000 50100 50200 50300 50400 50500 50600 50700 50800 50900 51000 51100 51200 51300 51400 51500 51600 51700 51800 51900 52000 52100 52200 52300 52400 52500 52600 52700 52800 52900 53000 53100 53200 53300 53400 53500 53600 53700 53800 53900 54000 54100 54200 54300 54400 54500 54600 54700 54800 54900 55000 55100 55200 55300 55400 55500 55600 55700 55800 55900 56000 56100 56200 56300 56400 56500 56600 56700 56800 56900 57000 57100 57200 57300 57400 57500 57600 57700 57800 57900 58000 58100 58200 58300 58400 58500 58600 58700 58800 58900 59000 59100 59200 59300 59400 59500 59600 59700 59800 59900 60000 60100 60200 60300 60400 60500 60600 60700 60800 60900 61000 61100 61200 61300 61400 61500 61600 61700 61800 61900 62000 62100 62200 62300 62400 62500 62600 62700 62800 62900 63000 63100 63200 63300 63400 63500 63600 63700 63800 63900 64000 64100 64200 64300 64400 64500 64600 64700 64800 64900 65000 65100 65200 65300 65400 65500 65600 65700 65800 65900 66000 66100 66200 66300 66400 66500 66600 66700 66800 66900 67000 67100 67200 67300 67400 67500 67600 67700 67800 67900 68000 68100 68200 68300 68400 68500 68600 68700 68800 68900 69000 69100 69200 69300 69400 69500 69600 69700 69800 69900 70000 70100 70200 70300 70400 70500 70600 70700 70800 70900 71000 71100 71200 71300 71400 71500 71600 71700 71800 71900 72000 72100 72200 72300 72400 72500 72600 72700 72800 72900 73000 73100 73200 73300 73400 73500 73600 73700 73800 73900 74000 74100 74200 74300 74400 74500 74600 74700 74800 74900 75000 75100 75200 75300 75400 75500 75600 75700 75800 75900 76000 76100 76200 76300 76400 76500 76600 76700 76800 76900 77000 77100 77200 77300 77400 77500 77600 77700 77800 77900 78000 78100 78200 78300 78400 78500 78600 78700 78800 78900 79000 79100 79200 79300 79400 79500 79600 79700 79800 79900 80000 80100 80200 80300 80400 80500 80600 80700 80800 80900 81000 81100 81200 81300 81400 81500 81600 81700 81800 81900 82000 82100 82200 82300 82400 82500 82600 82700 82800 82900 83000 83100 83200 83300 83400 83500 83600 83700 83800 83900 84000 84100 84200 84300 84400 84500 84600 84700 84800 84900 85000 85100 85200 85300 85400 85500 85600 85700 85800 85900 86000 86100 86200 86300 86400 86500 86600 86700 86800 86900 87000 87100 87200 87300 87400 87500 87600 87700 87800 87900 88000 88100 88200 88300 88400 88500 88600 88700 88800 88900 89000 89100 89200 89300 89400 89500 89600 89700 89800 89900 90000 90100 90200 90300 90400 90500 90600 90700 90800 90900 91000 91100 91200 91300 91400 91500 91600 91700 91800 91900 92000 92100 92200 92300 92400 92500 92600 92700 92800 92900 93000 93100 93200 93300 93400 93500 93600 93700 93800 93900 94000 94100 94200 94300 94400 94500 94600 94700 94800 94900 95000 95100 95200 95300 95400 95500 95600 95700 95800 95900 96000 96100 96200 96300 96400 96500 96600 96700 96800 96900 97000 97100 97200 97300 97400 97500 97600 97700 97800 97900 98000 98100 98200 98300 98400 98500 98600 98700 98800 98900 99000 99100 99200 99300 99400 99500 99600 99700 99800 99900 100000

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

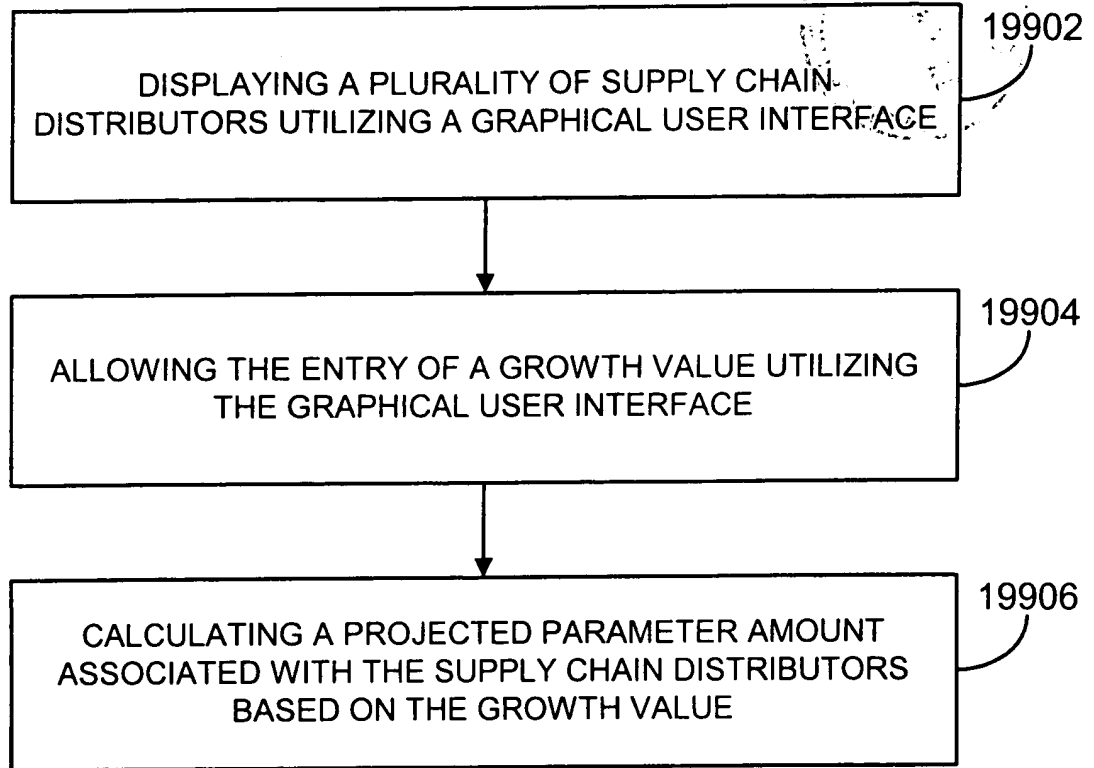
19800

Item		Item Growth %		Usage Period		
CHICKEN-PATTY		.0 00				
Distribution Center	Previous Usage	Projected Rest. Count	Conv. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

AS

19900



**FIG. 199**

19900/070601

20000

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC -AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200


20100

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC -AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded	

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

109070" / 51860

20300



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A  
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302



DESIGNATING A LANE RESTRICTION OF EACH OF THE  
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER  
INTERFACE

20304



CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS  
IN A SUPPLY CHAIN ANALYSIS BASED ON THE  
DESIGNATION

20306

**FIG. 203**

10907075T60

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99993
LAMB WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72801

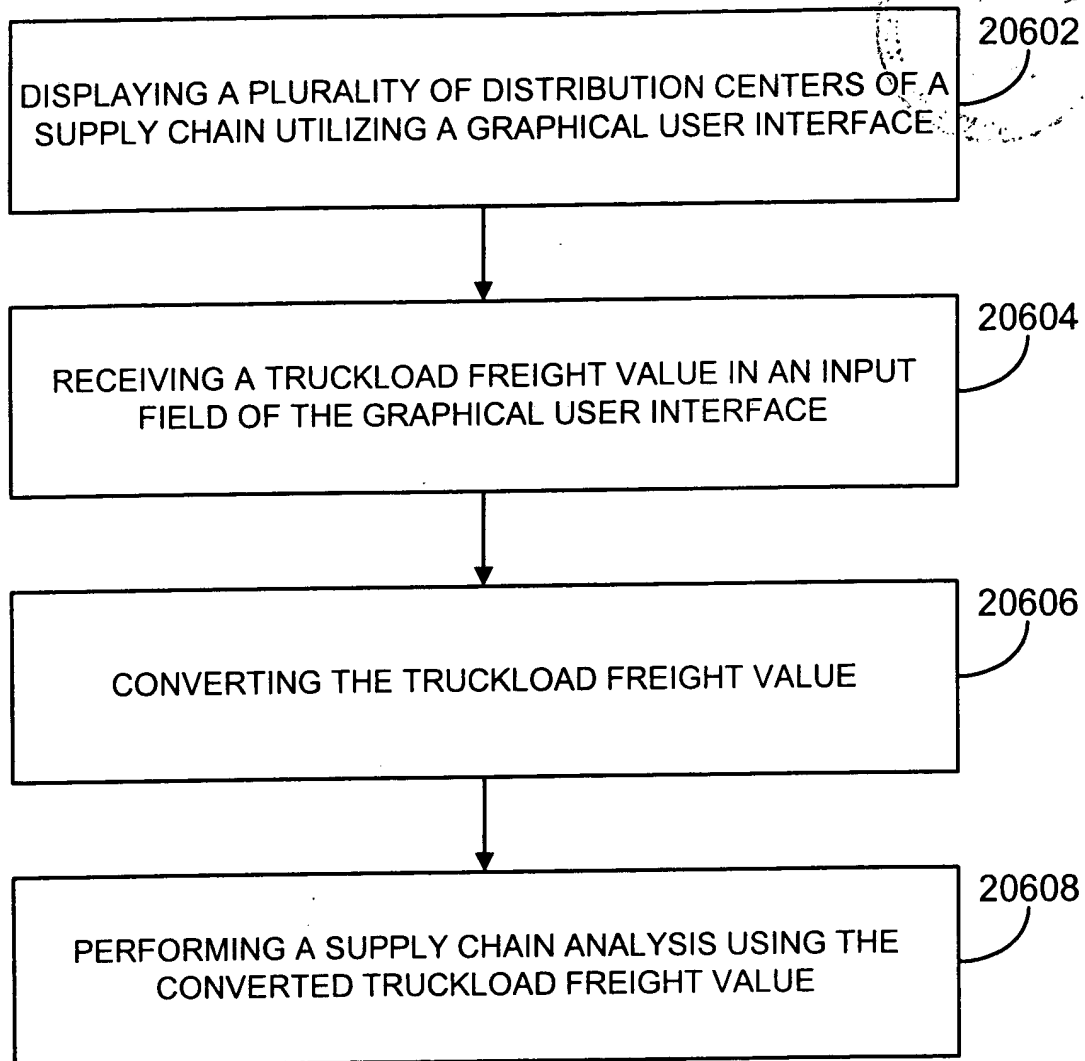
  

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

T09070" / 5T860

20600



**FIG. 206**

T09070" / 5T860

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No

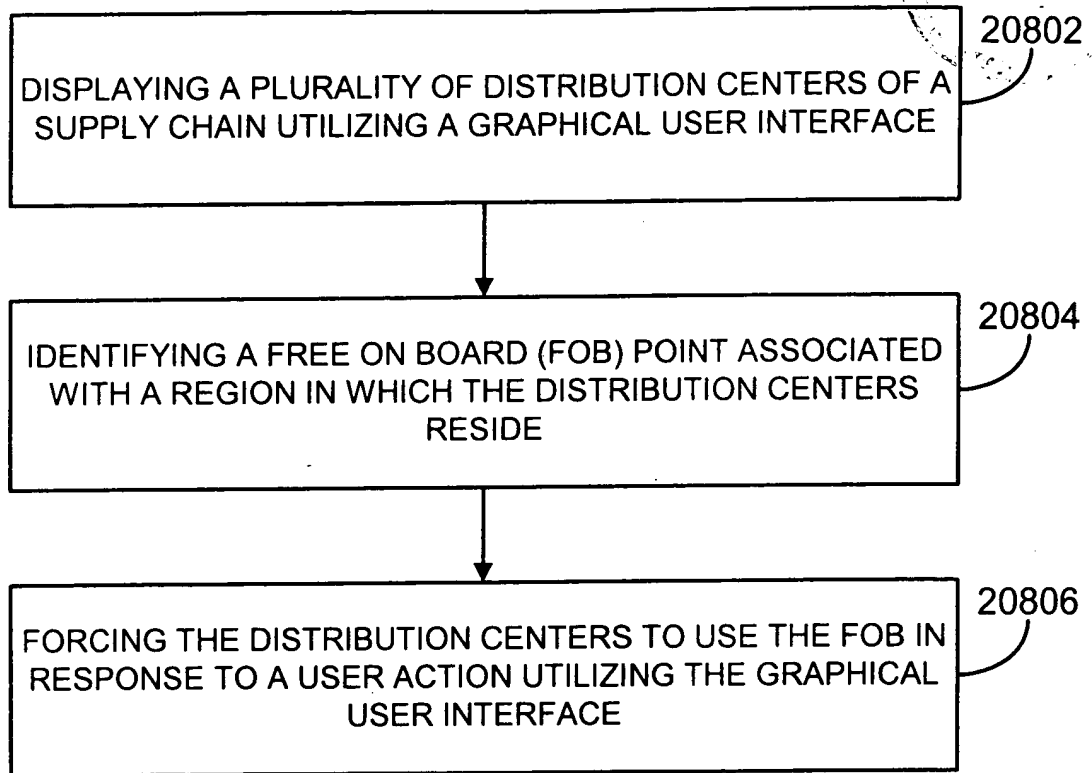
  

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207




20800



**FIG. 208**

09/15/2007 09:01



## Routing

**FIG. 209**

Report Selection		Report Name
Report Type:	Optimal Product Routing	Freight Information Provided
Report Parameters		Freight Information Provided
Supplier:	(All)	LTL Routing Grid By Lane
Supplier FOB:	(All)	Routing Results By Lane
Distribution Center:	(All)	Routing Results By Lane, Item
		Routing Results w/ RDC Breakout By Lane
		Routing Results w/ RDC Breakout By Lane, Item
Version:	Base Version	TL Freight Variance Analysis

**FIG. 210**

1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035 2036 2037 2038 2039 2040 2041 2042 2043 2044 2045 2046 2047 2048 2049 2050 2051 2052 2053 2054 2055 2056 2057 2058 2059 2060 2061 2062 2063 2064 2065 2066 2067 2068 2069 2070 2071 2072 2073 2074 2075 2076 2077 2078 2079 2080 2081 2082 2083 2084 2085 2086 2087 2088 2089 2090 2091 2092 2093 2094 2095 2096 2097 2098 2099 2100 2101 2102 2103 2104 2105 2106 2107 2108 2109 2110 2111 2112 2113 2114 2115 2116 2117 2118 2119 2120 2121 2122 2123 2124 2125 2126 2127 2128 2129 2130 2131 2132 2133 2134 2135 2136 2137 2138 2139 2140 2141 2142 2143 2144 2145 2146 2147 2148 2149 2150 2151 2152 2153 2154 2155 2156 2157 2158 2159 2160 2161 2162 2163 2164 2165 2166 2167 2168 2169 2170 2171 2172 2173 2174 2175 2176 2177 2178 2179 2180 2181 2182 2183 2184 2185 2186 2187 2188 2189 2190 2191 2192 2193 2194 2195 2196 2197 2198 2199 2200 2201 2202 2203 2204 2205 2206 2207 2208 2209 2210 2211 2212 2213 2214 2215 2216 2217 2218 2219 2220 2221 2222 2223 2224 2225 2226 2227 2228 2229 2230 2231 2232 2233 2234 2235 2236 2237 2238 2239 2240 2241 2242 2243 2244 2245 2246 2247 2248 2249 2250 2251 2252 2253 2254 2255 2256 2257 2258 2259 2260 2261 2262 2263 2264 2265 2266 2267 2268 2269 2270 2271 2272 2273 2274 2275 2276 2277 2278 2279 2280 2281 2282 2283 2284 2285 2286 2287 2288 2289 2290 2291 2292 2293 2294 2295 2296 2297 2298 2299 2300 2301 2302 2303 2304 2305 2306 2307 2308 2309 2310 2311 2312 2313 2314 2315 2316 2317 2318 2319 2320 2321 2322 2323 2324 2325 2326 2327 2328 2329 2330 2331 2332 2333 2334 2335 2336 2337 2338 2339 2340 2341 2342 2343 2344 2345 2346 2347 2348 2349 2350 2351 2352 2353 2354 2355 2356 2357 2358 2359 2360 2361 2362 2363 2364 2365 2366 2367 2368 2369 2370 2371 2372 2373 2374 2375 2376 2377 2378 2379 2380 2381 2382 2383 2384 2385 2386 2387 2388 2389 2390 2391 2392 2393 2394 2395 2396 2397 2398 2399 2400 2401 2402 2403 2404 2405 2406 2407 2408 2409 2410 2411 2412 2413 2414 2415 2416 2417 2418 2419 2420 2421 2422 2423 2424 2425 2426 2427 2428 2429 2430 2431 2432 2433 2434 2435 2436 2437 2438 2439 2440 2441 2442 2443 2444 2445 2446 2447 2448 2449 2450 2451 2452 2453 2454 2455 2456 2457 2458 2459 2460 2461 2462 2463 2464 2465 2466 2467 2468 2469 2470 2471 2472 2473 2474 2475 2476 2477 2478 2479 2480 2481 2482 2483 2484 2485 2486 2487 2488 2489 2490 2491 2492 2493 2494 2495 2496 2497 2498 2499 2500 2501 2502 2503 2504 2505 2506 2507 2508 2509 2510 2511 2512 2513 2514 2515 2516 2517 2518 2519 2520 2521 2522 2523 2524 2525 2526 2527 2528 2529 2530 2531 2532 2533 2534 2535 2536 2537 2538 2539 2540 2541 2542 2543 2544 2545 2546 2547 2548 2549 2550 2551 2552 2553 2554 2555 2556 2557 2558 2559 2560 2561 2562 2563 2564 2565 2566 2567 2568 2569 2570 2571 2572 2573 2574 2575 2576 2577 2578 2579 2580 2581 2582 2583 2584 2585 2586 2587 2588 2589 2590 2591 2592 2593 2594 2595 2596 2597 2598 2599 2600 2601 2602 2603 2604 2605 2606 2607 2608 2609 2610 2611 2612 2613 2614 2615 2616 2617 2618 2619 2620 2621 2622 2623 2624 2625 2626 2627 2628 2629 2630 2631 2632 2633 2634 2635 2636 2637 2638 2639 2640 2641 2642 2643 2644 2645 2646 2647 2648 2649 2650 2651 2652 2653 2654 2655 2656 2657 2658 2659 2660 2661 2662 2663 2664 2665 2666 2667 2668 2669 2670 2671 2672 2673 2674 2675 2676 2677 2678 2679 2680 2681 2682 2683 2684 2685 2686 2687 2688 2689 2690 2691 2692 2693 2694 2695 2696 2697 2698 2699 2700 2701 2702 2703 2704 2705 2706 2707 2708 2709 2710 2711 2712 2713 2714 2715 2716 2717 2718 2719 2720 2721 2722 2723 2724 2725 2726 2727 2728 2729 2730 2731 2732 2733 2734 2735 2736 2737 2738 2739 2740 2741 2742 2743 2744 2745 2746 2747 2748 2749 2750 2751 2752 2753 2754 2755 2756 2757 2758 2759 2760 2761 2762 2763 2764 2765 2766 2767 2768 2769 2770 2771 2772 2773 2774 2775 2776 2777 2778 2779 2780 2781 2782 2783 2784 2785 2786 2787 2788 2789 2790 2791 2792 2793 2794 2795 2796 2797 2798 2799 2800 2801 2802 2803 2804 2805 2806 2807 2808 2809 2810 2811 2812 2813 2814 2

21100



IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102



DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

21104



PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**

0981577 "070601  
T09070" / / 51960

21200

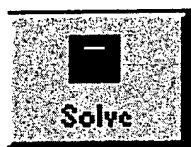


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

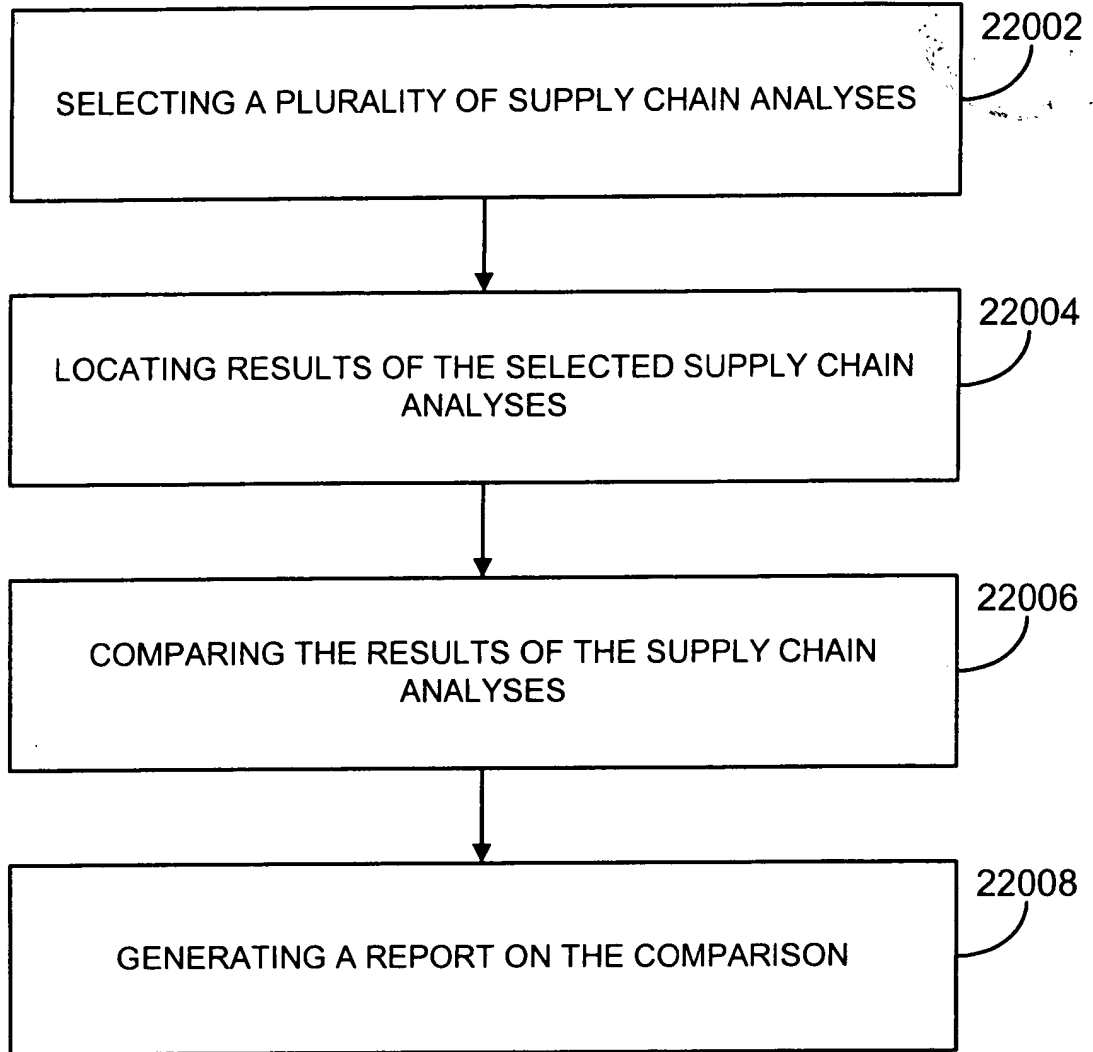
21900



FIG. 219

0981577-070601

22000



**FIG. 220**

22100

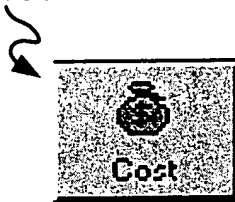


FIG. 221

22200

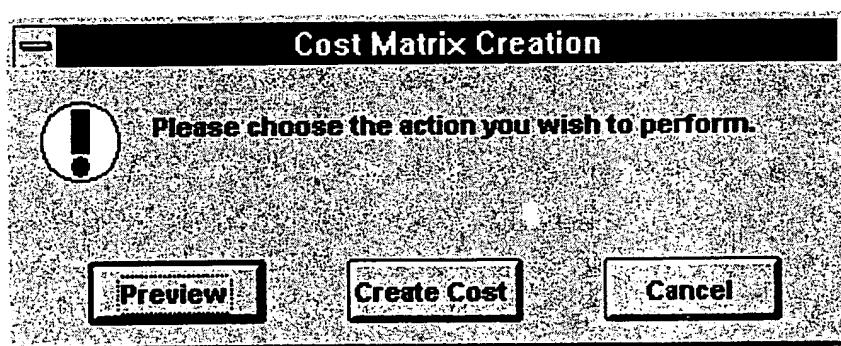


FIG. 222



709070" / 51860



Supply	Patronage	Sales/Inv	Utilities	Data	Options
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98					
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID: 12					
Description: Beef Pricing 04/06/01					
Item: BEEF - 77%					
Raw Material Pricing Date: 04/06/01		From: 03/23/01		To: 04/03/01	
Cost Matrix Begin Date: 03/15/01		End Date: 03/28/01			
FOB Adjustment Amount: 0.0000					

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 50% TRIM	FRSH DOM 60% TRIM	FRSH DOM 70% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZM DOM 80% LEAN BL	BMP AUS 80% LEAN	Lean Fine Tatr Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9500	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.8383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

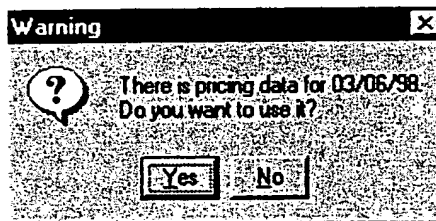


FIG. 226

22700

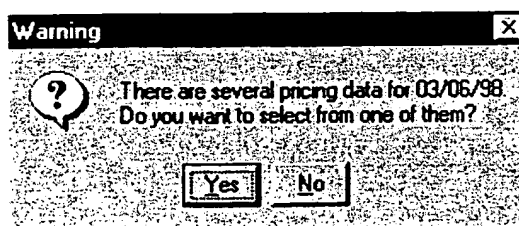


FIG. 227

109070" / 51860

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVING'S PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

109070" / 57860

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	FD55TR		FD55TR		FD73TC		FD88LC		FD85LM		FD90LC		BMAISS		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3324	0.1000	0.0911	0.9848
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3548	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0856	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9694
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0968	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9816	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

T090707757860

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9920	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

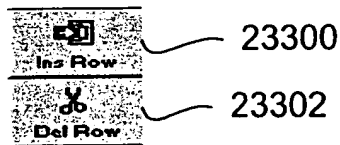


FIG. 233

23400

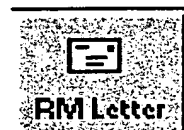


FIG. 234

091577-0000

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier ...					
Supplier Site ...					
Distributor ...					
QC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236